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v. 73

CROCKERY AND GLASS JOURNAL

NEW YORK, JAN. 5, 1911.

THE CONDITION OF BUSINESS.

New York. There is a hurry and bustle about the warerooms indicative of a determination to get more business the coming year. The optimistic reports which we published in our Holiday Number have greatly encouraged the merchants in the District, and a very much better feeling prevails all around.

Stock-taking is in order now, and while part of the force is so engaged another contingent is busy preparing new samples for exhibition.

Some salesmen left immediately after the holidays for their regular spring tours; others will follow this week. Many knights of the grip will make a hasty handshaking pilgrimage, returning in time to meet incoming buyers, for whom a feast of good things has been prepared.

While it is true that very little merchandizing was done during the past week, evidences are not wanting that people need goods, as letters have been received from out-of-town buyers asking how soon they can see the new wares; and in many instances they say they will want their goods immediately. There is certainly a much brighter aspect to things this season than at the same time a year ago.

Retail holiday trade in New York city was big. Every dealer reports that in volume his sales exceeded last year by a large majority. It is remarked, however, that a lower range of prices was realized, the demand for rich goods not being as good as last year. Reports from the country retail dealers are to the effect that business was excellent in every direction.

The calamity howlers of the early part of the year ought to feel very much like crawling into their holes. The annual reports of the government show that the business of the United States, both in imports and exports, exceeded 1909 by millions upon millions. The savings banks report hundreds of thousands of new deposits and the largest in the history of the country. And everybody knows that the crops are the biggest we have ever had. How some people can persist in being pessimistic with such figures before them passes comprehension. The outlook is of the very brightest.

Trenton. All local potteries will be in operation by next Monday, the holiday shut-down being one of the briefest in years. Nearly every plant fired kilns even during the lay-off. Indications point to a busy year.

Wheeling and Vicinity. In this district an optimistic view concerning business conditions for 1911 is expressed by glass manufacturers. The demand for high grade blown and stem ware was never better. The

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cheaper lines are also in demand. Staples are moving nicely.

The potteries here resumed operations in full this week. The outlook for a good spring trade is all that could be expected. Salesmen have started out, and are already sending in returns.

East Liverpool and Vicinity.

The potters are feeling in a very good humor. Their business was large for 1910, and they have already booked big orders for 1911. So busy were some of them with late shipments that they have not been able to place new samples in the warerooms.

Pittsburgh and Vicinity.

The glass exhibition opened in due course this week, and unless all signs fail the manufacturers will book some very handsome orders. Prices are firm, with a tendency upward.

Sebring, O.

All the potteries here are pleased with the outlook for 1911, and some early business is being booked for immediate shipment. Salesmen will start out within a few days with a complete line of new samples.

AT BOSTON.

CONDITIONS are livening up in great style. New goods are being received, travelers are planning itineraries; buyers are threatening to vislt the district, and there is an air of activity that is "real."

C. M. Archer is the new New England representative of the Roseville Pottery Co., and is assisted by F. V. Noel. Mr. Archer is a thorough "potterian," having been for a number of years with S. A. Weller, covering the West and South. He also has a wide knowledge of the retail trade which will aid him wonderfully in promoting the Roseville products.

Charles Kaiser is displaying the 1911 line of Morimura Bros.' Japanese goods at the Boston Sample Rooms, 9 Harrison Ave. Extension. He will remain in Boston two weeks longer,

James F. Leary, glass buyer for the Outlet Co., Providence, R. I., was buying goods here last week.

In the advertisement of J. W. Power in the Holiday Number an "h" got into the "b" box. The line should read: "Ask for quotations on Bead Fringe candle-shade linings."

John Tucker, with Reed & Hughes Co., Lawrence, Mass., affixed the gladsome O. K. to some of the boys' order blanks last week.

Albert E. Haskell, representing the Federal Glass Co., is going the Connecticut rounds this week.

Paul M. Phillips, manager of the New England headquarters of S. A. Weller, returned a few days ago after a prolonged stay at the factory.

George K. Marshall, late with Jones, McDuffee & Stratton Co., is now with Henry T. Edwards, Boston man for the Fostoria Glass Co. Mr. Marshall has had considerable experience in the glass trade, and at one time was assistant to John J. Curry, buyer for Houghton & Dutton.

Here's some interesting news from the Pittsburgh Lamp, Brass and Glass Co.: John W. Power is to handle the oil line; J. J. Dunn will specialize on the electric goods, while Manager G. E. McFarlin will devote his attention to the gas product. This specialization will undoubtedly greatly strengthen the already wide distribution of the goods in this field.

S. M. Averill, manager of the lamp department of the Jordan-Marsh Co., is sick at home, while his assistant, Miss. Ella Sheehan is at the Carney Hospital ill with appendicitis. The department is under the temporary charge of Philip Sheridan.

Frank Dunmore, glass buyer for the Shepard Co., Providence, R. I., has been given charge of the kitchen goods end.

J. Frank Hinckley has returned from a visit to the potteries at Beaver Falls and East Liverpool.

W. E. Noyes, glass buyer for the R. A. McWhirr Co., Fall River, in company with George D. Thibodeau, buyer for their New Bedford branch, were in town recently.

The Jordan-Marsh Co. are removing their china and glass department across the street to their new building, where it will be located on the fourth floor. James J. Hanning is planning to go on a European buying expedition, and will leave as soon as possible after the house-warming at the new store.

Eddie Hamblin, the popular glass man at the R. H. White Co., resigned last Saturday, Miss Simpson, silverware buyer, has assumed charge of the department.

The warerooms of Chase & Francis are being repainted and new fixtures installed.

D.J. Mahoney has ceased his temporary connection with the Jordan-Marsh Co. and is now with John W. Power pending the consideration of several offers made to him.



THE SALESMEN'S BANQUET.

THE nineteenth annual banquet of the Salesmen's Association last Friday night was one of the most successful ever engineered by the organization. While the attendance was not as large as at previous gatherings, the enthusiasm and enjoyment of those present was good to see.

The Belvedere room of the Hotel Astor, in which the affair was held, was attractively decorated, the hanging boxes of growing vines and lattice ceiling giving a novel add artistic effect. A point much appreciated was that the tables were placed at comfortable distances apart, which allowed the diners to give their full attention to the menu:

Pamplemousse Victoria

Creme de Tomatoes a la Volaille

Aiguillette de Bar Raye Saute, Meuniere
Pommes Fondantes

Filet Mignon de Boeuf, Argenteuil
Pointes d'Asperges Petits Pois Francais

Mousse de Jambon de Virginie a la Florentine

Sorbet Carmen

Pigeonneau Royal Roti au Cresson
Salade Romaine et Laitue

Glace de Fantaisie
Friandises Fruits Assortis

Fromage Cafe Noir

The guests were seated as follows:

Speakers' Table.—Rev. Dr. W. W. Giles, Charles Putzel, Hon. Eugene F. Kinkead, Hon. William Sulzer, Hon. E. W. Townsend, E. F. Anderson, Albert E. Snow, H. S. Mirrielees.

Tables Nos 1 and 2—G Meissner, L Lankas, W H Smith, F A T Steljes, George Schuetz, George Fehn, Charles Lynn, W J Straub, Robert Whyte, W H Schrieber, F C Meyer, Wm Mangler, M Schoenthal, J H Harris, Ed Breunan, Dr Klein.

No. 3.—H B Matthews, Herman Siegel, Leon Sultan, George Nixon, Hugh Keenan, Alfred A Elfeld, Max Friedman, J J Moran, Arthur Kopp, Arthur G Stier

4.—John J Hines, Edward C Ross, Fred Wonder, George Brown, Joseph D Uhlman, H W Zaun, C Y Kenworthy.

5.—Robert Frazer, W D Lewis, Harry C Conger, Jr, William Dealing, Charles L Weddle.

7.—D King Irwin, Lloyd Bryant, F J Challiner, D Wm Scammel, A M Maddock.

8.—Henry Endemann, Fred Gelbach, H R Churchill, F H Ruhe, H B Hollis.

10.—W S Pitcairn, F Boemermann, R Slimmon, W Q Wilcox R Cande, Jos Hurd, Edgar Hauzer, Had Slimmon, Jos Burroughs, E C Ledger, Guy Hawthorne, C H Henning.

11.—J F O'Gorman, Thomas Smallwood, Jr, Harry C Smallwood, L S Owen, J George Fredericks, David J Wagner, E H Bennett, George H Corey, George Hamilton.

12.—John Davison, John W French, Jas Davison, John A Davison, A V Rose, W J Noble, E J Graves.

14.—John Nixon, Emerson Nichols, Thomas Shotten, Adam Stecker, C Kugelmann, Charles Kerr.

15.—A A Bean, F A Hess, R R Grennelle, Jas D Brady, Thomas G Jones, C J Connelly, Joseph Glennan.

16.—W Cross, O H Sutherland, Dave Littlejohn, Victor Aschoff, Max Lowenstein, A S Sinai, Simon Roth.

Press Table.—George M. Jaques, Allan Thompson, Walter Meyner, E J Huott, A M Clark.

With the advent of the coffee and cigars, the retiring president, Albert E. Snow, rapped for order, and stating that owing to important business the president-elect, Mr. Wells, could not be present, said that he would therefore turn over the gavel to one who was well known to the trade personally and through his letters in the CROCKERY AND GLASS JOURNAL—the toastmaster, E. F. Anderson.

"Some men are born great, others have greatness thrust upon them, while other men achieve greatness," said Mr. Anderson, "and that is what I did when I succeeded in obtaining the appointment as toastmaster to the Salesmen's Banquet. On a previous occasion when I occupied a similar position a national speaker told me that I was one of the best toastmasters he had ever known. Pleased with this compliment, I told him that I could not see how that could be, for I had not talked. He replied that was just the reason why I was a good toastmaster. I will

therefore not burden you with any extended remarks, as we have speakers here that will do the thing better than I possibly can."

He then called for a silent toast to departed members, which was drunk with great solemnity. After an enthusiastic toast to the President of the United States the following letter from the absent president, Mr. Wells, was read, together with the appended telegram:

To the Members of
The Pottery, Glass and Brass Salesmen's Association:

Sincerely appreciating the honor you have bestowed upon me, I desire to thank you for your confidence in my ability to serve as your president for the ensuing year.

I trust that I shall be able to prove that your judgment in selecting me was not misplaced, though I have serious doubts concerning that judgment.

This I promise you, however: that it shall be my one ambition to use my very best efforts to accomplish results that will tend to increase the efficiency and power of our organization.

I shall feel a personal responsibility for the future success of the Pottery, Glass and Brass Salesmen's Association, and I am going to ask in behalf of the Association the assistance of each individual member to help me in making the coming year the greatest in our history.

Our organization has a glorious record so far. Let us continue to maintain this record. We cannot do it, however, unless we all take an active interest and bring new members to its fold.

Fraternal organizations depend largely upon the personality of their individual members; but they must be active and energetic in securing members in order to perpetuate it. Officers and directors cannot do it all.

The time is not opportune for me to announce the policy nor outline the plans of your board of managers for the year we are now entering upon, but there is one point I would refer to and emphasize most strongly. Remember, and remember well, that a chain is no stronger than is the strength of its individual links.

To repeat, it is not only your president, nor your board of directors, that can make success; with the hearty co-operation of each and every member of the Association alone can come that complete success which one and all desire. This unanimous co-operation—*esprit de corps*—I ask for from each and all of you.

I believe our cause and all kindred causes have Divine approval and are bound to succeed, and when the time comes that we shall cease our labors here I do not feel that you or I, or any member of an organization such as ours, will look back with feelings of regret for one single moment spent in advancing its progress.

I keenly regret my absence to-night. It was inevitable, however, as circumstances demand my attention to business matters of importance to my employers which are of such a nature they could not be postponed.

To one and all I extend my sincere felicitations and best wishes for success and happiness for the new year.

R. E. L. Wells.

Where'er my path lies, be it gloomy or bright,
My soul, happy friends, shall be with you to-night;
Shall join in your revels, your sports and your wiles,
And return to me, beaming all o'er with your smiles;
Too blest, if it tells me that, 'mid the gay cheer,
Some kind voice had murmured: "I wish he were here."

R. E. L. Wells.

Mr. Anderson then said: "The speaker who will now address you was Tax Commissioner under McClellan. He was popular with the crockery men, because he reduced their taxes and asked no impertinent questions when they swore off. He is a writer on commercial law, a friend of Lee Kohns, legal adviser of yours truly, and one of the finest, and this you appreciate when you receive the bill of Mr. Chas. Putzel."

CHAS PUTZEL'S SPEECH.

I heard Judge Russell say at a banquet of the Hardware Club some years ago that although he was a lawyer it seemed to him meet and proper to speak to hardware men, because he had a good bit of the brass in him. Perhaps a metallurgist in this company with the aid of a powerful microscope could find a trace of that base metal in the speaker at hand.

Blest that abode where want and pain repair,
And every stranger finds a ready chair;
Or press the bashful salesman to his food,
And learn the luxury of doing good.

I just got this off and out of my system in order to thank you for the excellent dinner I enjoyed and also to try to please you in the start and make friends and clients of you in the end—as necessity knows no law, and I am like necessity to-night.

I could have gotten off something like this:

"Shall I ask the brave soldier who fought by my side
In the cause of mankind, if our creeds agree?
Shall I give up the friend I have valued and tried,
If he kneel not at the same altar with me?

But this would have been more egotistical had I so started, for it would tend to show you how big and broad a man I was—what liberal views I possessed on pots and pans, on pitchers and pails.

Or I could have begun on the tariff or on a new monetary system of my own, or any other old thing. But I am as thoughtful of you for your digestion to-night as would be the Hermit of Blue Point were he here in my place.

Well, that is neither here nor there, and after all is said and done you are to-night a lot of jolly good fellows, and politics might be tabooed at this banquet.

I could talk to you about taxes and tax laws, for I just got out of that office, where I held down a commissioner's chair for exactly four years and ten days. When I entered as a tax commissioner for Greater New York about five hundred splendid men in this town started me right in my course by tendering me a public banquet, and I remember getting off a story on the chairman of the dinner committee, who, I said, promised personal tax immunity to every one who came; and so the great banquet hall was not large enough to hold those who wanted to get in on the immunity plan and incidentally to hear Mark Twain and other distinguished men orate.

I said to these immunes:

What care we if taxes rise or fall?
We've got Putzel, and so pay none at all.

By the way, that glorious man, Mark Twain, tried a story on me at that never-to-be-forgotten banquet which ran about as follows:

Said Mark in his inimitable style and drawl: "The other day I saw this gentleman (meaning me) sitting in a chair of perjury as a tax commissioner in the Hall of Records. Just twenty-five years before that I first met Putzel as a salesman in Putnam's book store. I had just strolled in when up stepped this affable young man, who said he would like to wait on me. He showed me book upon book, and then I made my selection and asked if discounts were given to authors. 'Certainly,' said Putzel, '40% discount.' 'Are discounts given to publishers who are also authors?' for I had been a publisher. 'Yes,' said he, '40% discount additional for publishers.' Inspired by his pleasant ways, I ventured to ask if preachers were entitled to a discount in addition



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The Banquetters.

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to the other two discounts of 40% each, for I often preach to the public in my books, as you know, and Putzel promptly said: 'Why, yes, 40% discount also for ministers.' Pleased with myself, I left him my address to send the book, with instructions to have it charged to me, and as I slowly sauntered to the door



CHARLES PUTZEL.

Putzel overtook me and said: 'I beg your pardon, sir, here is the change coming to you.'" So you see, according to Mark Twain, I made my start in life among your ranks, and perhaps am properly here in place to-night.

Well, I've told you nearly the whole history of my brief and uneventful life, when I could have told you a story of the great and much lamented William M. Evarts, who was making one of his wonderful public speeches at Cooper Union during the Rebellion, employing his usual sentences containing each from 20,000 to 40,000 words, when a man entered the back of the hall (the place being packed to the door) so that he could not see the speaker, and so he asked of his neighbor: "Who is talking?"

"Why, the great William M. Evarts. He started an hour ago."

"What has he been talking about?"

"Oh, he hasn't said yet."

And so you will say of me, on so short an acquaintance, when I get through with my little stunt.

Articulation in commerce is synonymous with that great body of men found in every nook and cranny throughout this broad and most glorious land—the salesman. They are the conduits between the factory and the consumer. They are the blood that circulates through the commercial corpus. They see, hear and feel the commercial status of the country. They are the scouts that blaze the way for a trail to the financial goal.

The salesman is the man who senses also the political situation at all critical periods of his country's history. The salesman is the man who hears and takes on commission the best stories in the land, for he is a veritable raconteur. The salesman is the guide for the best railroads and the best hotels. The salesman is the man who can best give and take, in his intercourse with his fellow man—who broadens his character and enlarges his knowledge and his vocabulary faster than the rest of us.

The salesman is the man who quickest feels the tender impulses of humanity, who sympathizes with his fellows more keenly and who is generous and warm and true and steadfast to those less fortunate. Aye, he is the man of wit and humor, of patience and courage, of grit and determination. In him pulsates and courses the best in our American manhood. One hears at times that a good salesman may not be a good business man—a good business man may not be a good salesman. Hence, the combination of the two kinds of workers leads to inevitable success in a concern. Each is indispensable to the other. Each is dependent. Each is co-ordinate.

In ancient times the traveler was the only means of bringing to the dwellers in cities any knowledge of the outside world. He brought home the fact of the very existence of other peoples, of manufacture, of science, of music, of art, of customs, of laws, of everything found in strange lands. In short, he was the only educator of the time, and the benefactor of his fellow man.

The salesman of to-day is still a great educator and the bringer home of the only exact information of the state of affairs of the country at large. Upon him the business head calls, and to him he listens and gives heed.

Is there any class of men on the face of the earth that loves peace more for peace's sake than does the salesman? Is there another class of men that enters into more and devious foreign marts and places than does the salesman?

Is there a class of men representing everything that grows, exists or is made, that sees into more diversified spheres of labor, industry and all that goes to make up the civilized world, than does the salesman? Then who is better equipped with knowledge of facts and of the conditions of men of the entire universe and their needs and their wants, than is this very salesman of ours?

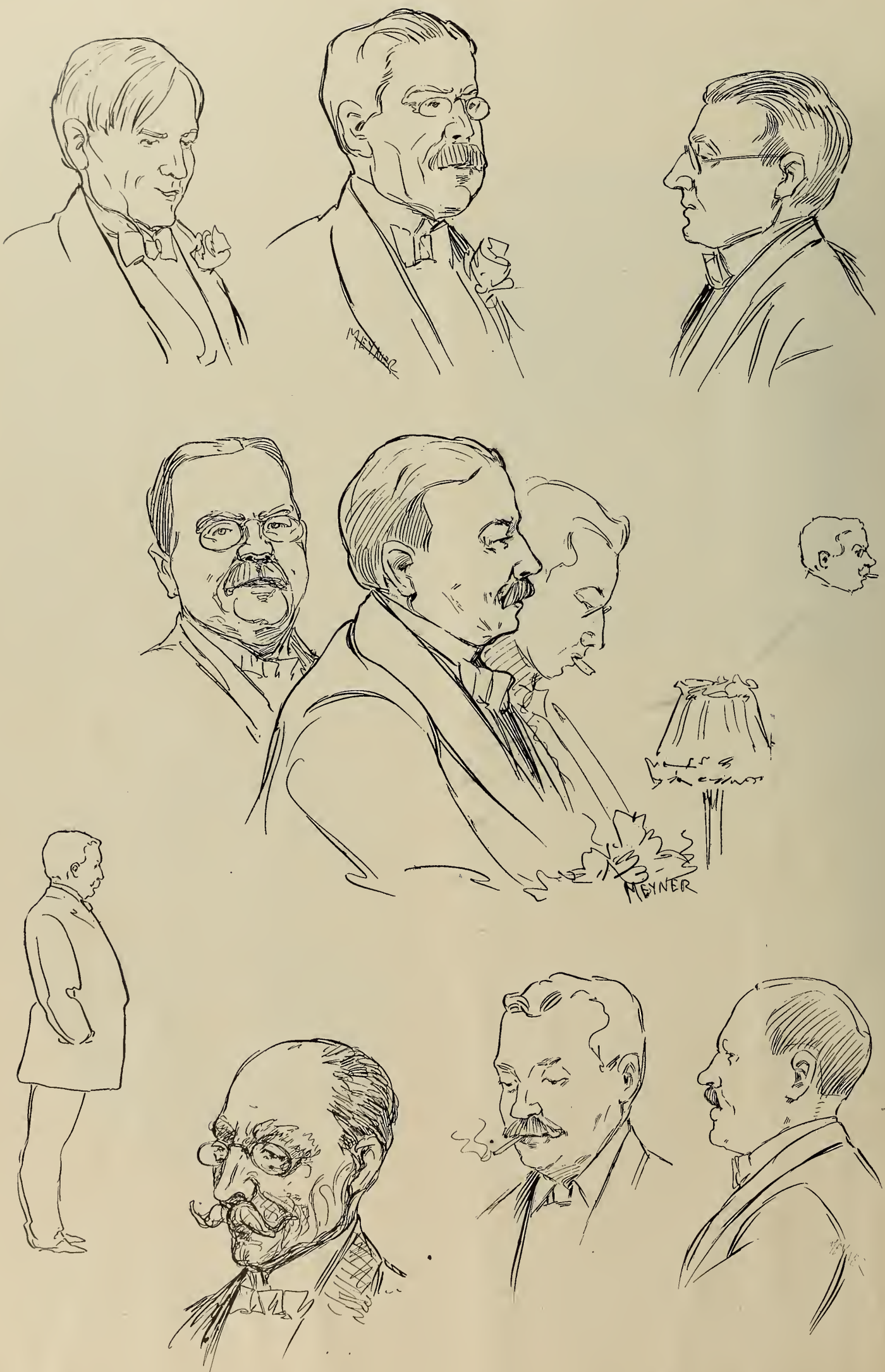
From every standpoint, the salesman with his knowledge and his opportunity of knowing and learning the



E. F. ANDERSON.

status in every country on the face of the globe, understands the value of peace between nations and countries more than any other class of men.

The importance of the conservation of trade and the preservation of commerce and the uninterrupted intercourse between the peoples of the earth are first and


MEYNER



DISTINGUISHED FEATURES AT THE BANQUET.

foremost in the mind of the salesman. The first breach or the first thought of a breach between countries is made known to the salesman. He is there on the spot and in close contact with the people, and he hears the earliest rumor and he feels the earliest touch of some trouble brewing. His work is the first that is hindered or stopped, and he dispatches forthwith the word that puts us on our guard.

I spoke of his knowledge being of first hand. Is this not so in all respects, as he meets the people of all climes, knows their habits and their customs, speaks their language and learns their inclinations, intentions and ambitions?

The salesman, then and therefore, is the first and foremost man for peace and good will between all men of all countries and for all time. I would like to see a congress of salesmen meet and hear them discuss about the countries and their people, their rights and their wrongs, their attitude towards this country, the wisdom or folly of their or our intended action and the results to each.

The salesman is the reporter of and the historian to, his country. His report and his recitals go to the very marrow of the question, for he is in it and of it; his service and his lifework are at stake, and his judgment must needs be adequate and ripe and final.

It is easy enough to be pleasant
When life flows along like a song;
But the man worth while is the one who will smile
When everything goes dead wrong.

And that's the salesman.

The following telegrams and letter were then read:

"Hearty congratulations to the newly-elected president and other officers, with cordial greetings to all for a very enjoyable evening and a happy and prosperous new year."

MARC. T. LESTER

Awfully sorry. Impossible to attend. Extend best wishes to boys.

GEO. F. MACKEY.

Notify members that I am receiving great encouragement and sincere co-operation from all newly-elected vice-presidents. One asks for twenty-five, another ten, application blanks. Believe me, there will be something doing this year.

R. E. L. WELLS.

My dear friend O'Gorman:

Your invitation for the annual dinner of the P. G. & B. S. Assn. is before me and looks good to me until I realize that its date falls upon a Friday, and the last Friday in the year at that. It is a bitter pill for me, but it has to go down, because of my inability to leave work on that day, though I confess it will be a sorry working day with the sweet memories of past joys in my mind and the joyous shouts and cheery laughs of the merry crowd in New York almost ringing in my ears.

But why dwell longer upon what cannot be? Please say to the "boys" my heart is with them and my sincerest wish goes out for their joy in life, their prosperity as an association, and their happiness at home and wherever their calling takes them.

Thanking you and the committee for still remembering me, I pray for a successful banquet, and remain with best wishes for a Merry Xmas and a Happy New Year for one and all

Yours very sincerely,

E. C. STAHL.

The toastmaster introduced the next speaker by saying: "Out in the city of East Orange we have a population of 35,000 people and ten saloons. Just think! Only one saloon for every 3,500. How many must go thirsty! We have forty churches, and forty clergymen at least, and of the forty we have one who has proved that the old adage, 'a prophet is not without honor, save in his own country,' is not correct. As Shakespeare says: 'He is a good preacher who follows his own preaching,' and that is what our Dr. Giles of East Orange does."

Dr. Giles delivered an address on "Things I Have Thought" that was appreciated by everyone. His speech was a combination of serious thoughts made palatable by the introduction of some keen humor that had the room convulsed time and again. The attention of the diners did not waver a moment, and he was heartily applauded.



HON. E. F. KINKEAD.

Congressman Kinkead's topic was "The Tariff and the Salesman," and he treated it in a masterly fashion by interspersing witty illustrative matter that livened the rather prosaic subject. "The tariff," said Mr. Kinkead, "is a good deal like a fiddle. If you understand it you can play any tune on it." His remarks were received with great enthusiasm.

Introducing the next speaker, Mr. Anderson said: "He belongs to us, he is one of us, and, parcel post or not, Sulzer will win out if he makes up his mind to do it. A lot of people wanted him for candidate for Governor at the last convention, and if he had wanted it he would have had it. The next thing that comes up is the United States Senatorship, and when Shepard and Sheehan get through scrapping our Sulzer will bob up serenely and say: 'Thank you for the election.' He will have it if he wants it."

Mr. Sulzer, holding his watch in his hand, said: "It is late, and I am a married man. The speech I was to speak I will not speak, but you will see it all in the newspapers." He then proceeded in a humorous vein to review in turn the speakers who had preceded him. He was very funny, particularly as he maintained a very serious aspect, with no gesticulations, but only rocked back and forward on his heels and toes. What he had intended to say follows:

I believe the people of the country generally demand the inauguration of an extended parcels post. I feel confident its establishment will be of inestimable benefit and advantage to all concerned.

The post-office is one of the oldest governmental institutions—an agency established by the earliest civilizations to enable them to inform themselves as to the plans and movements of their friends and foes; and from the dawn of history the only limit on this service has been the capacity of the existing transport machinery.

The cursus publicus of imperial Rome—the post-office of the Roman Cæsars—covered their entire business of transportation and transmission, and with its splendid post roads, swift post-horses and ox post-wagons the Roman post-office was a mechanism far wider in its scope than that of our modern post-office; and except for the use of mechanical power the old Roman post was far more efficient in its service of the Roman rulers than is our modern post-office in the service of the American citizen.

The evil of the Roman post-office and of the royal postal services that succeeded it was their common restriction to the enrichment of the ruling powers. They were the prototypes of our modern express companies, which have for their chief end the enrichment of their stockholders rather than the promotion of the public welfare.

In this country the citizen owns the post-office and wants to use it as his transportation company. Its end is to keep him informed; to make known his wishes; to provide means by which he may communicate with his fellow man for their mutual benefit; to supply his wants and dispose of his wares at the least possible cost, in the shortest possible time, and with the greatest possible security.

The postal system of rates regardless of distance, regardless of the character of the matter transported, and regardless of the volume of the patron's business, eminently fits it for this great service. That it will sooner or later be greatly extended is absolutely certain; and the people will duly appreciate the aid of those who assist in its extension and development.

As far back as 1837 Rowland Hill, of England, promulgated to the world the law that once a public transport service is in operation the cost of its use is regardless of the distance traversed upon the moving machinery by any unit of traffic within its capacity, and upon this law he established the England penny-letter post of 1839.

Let me call attention to the following discriminations of our government and the express companies in favor of the foreign citizen against the American citizen. Under the English post-American-express arrangement English postal parcels now come to the United States as follows: Three pounds for sixty cents, 7 pounds for 84 cents, 11 pounds for $1.08, and the express companies transport these parcels from New York City at a common rate for the whole country of 24 cents a parcel. Meantime the express companies tax domestic merchandise of the same weights from 25 cents to $3.20 according to the distance traversed, while the post-office taxes the public for a similar domestic service on a 3 pound parcel 48 cents; 7 pounds in two parcels, $1.12; 11 pounds in three parcels, $1.76.

In April last, representatives of at least 10,000,000 American voters, including the great agricultural associations of the country, National Grange, the Farmers' Union, the Farmers' National Congress, Retail Dry Goods Association of New York, the Associated Retailers of St. Louis, the manufacturing perfumers of the United States, the American Florists' Association, and others, appeared before the House Postal Committee in favor of my bill, and demanding a domestic express post as extended and as cheap as that provided by the Postmaster-General in our foreign postal service. The hearing showed that the public wanted an eleven-pound extended parcels post service at least. Seldom, if ever, has any proposition received a stronger public support, and it seemed as if the House Committee on Post-Offices would be obliged to report at least some legislation back to the House for its consideration.



HON. WM. SULZER.

But nothing was done. I have renewed the fight in this session of Congress. If I can get the people to help me, I firmly believe my bill can be reported and passed ere this session adjourns.

If the powers arraigned against the Post-Office continue, their efforts to limit its functions in behalf of private interests they will soon find themselves confronted with a Congress pledged to extend the service of the post-office to a much larger degree of the public transmission business; and, hence, I think it wise that my bill should now be brought before the Congress for immediate consideration.

The neglect of the United States to establish a proper parcels post has so far limited the easy exchange of commodities and merchandise between manufacturers and consumers that it is making our government appear away behind the times as compared with some foreign nations—such, for instance, as England, France and Germany. It is a fact to-day that an American in England can send home by mail to any part of the United States a parcel weighing two and one-half times more than the United States limit for about one-third less in cost than the present home rates. In other words, the world postal union package limit is 11 pounds to the parcel, at the rate of 12 cents per pound, whereas the United

States unit is only 4 pounds to the package, at a cost of sixteen cents to the pound. The parcel rate in the United States prior to 1874 was eight cents per pound for a package limited to four pounds. After that the rate was doubled, but the weight remained the same. Since 1874 the cost of transportation has greatly decreased. The question is, why should not the people be given the benefit of this decrease by the establishment of a uniform low postal rate for parcels that will encourage the use of the post-office as a medium of exchange of commodities, and thus greatly facilitate trade?

Since the introduction of the rural free delivery system in this country its operation has proved so satisfactory and so successful that Congress overlooks the annual deficit arising from the unreasonable restriction placed in the law limiting the kind of postal matter to be carried to letters, newspapers and periodicals. The weight of this average load is ascertained to be about 25 pounds per trip, while the vehicle which the postal agent is required to supply can readily carry 200 pounds. It is estimated that should the restriction be removed, and parcels be carried, enough revenue would be received from the additional postage to more than pay the total cost of the system, and not only make it self-supporting, but largely decrease the annual postal deficit.

Besides, the establishment of a parcels post would to a very large extent cheapen the cost of the necessaries of life, and go far to lighten the burden of the average family.

Our failure to provide a parcels post is causing to the post-office a needless loss of $28,000,000 a year, and to the public a loss of hundreds of millions, while at the same time we deprive the carriers of an opportunity to earn a reasonable living.

The time is now at hand for Congress to heed the insistent demand of the people for an extended parcels post along the lines of my bill—the express companies to the contrary notwithstanding.

The people can win the fight if they will take the trouble to write to their newspapers to favor the bill, and to their Representatives in Congress to vote for it.

The citizens of the United States are certainly entitled to utilize the advantage of their own post-office system the same as the people in Europe now do, and they would gladly do so if Congress would only enact the law. To this end I appeal to all patriotic citizens to lend a helping hand.

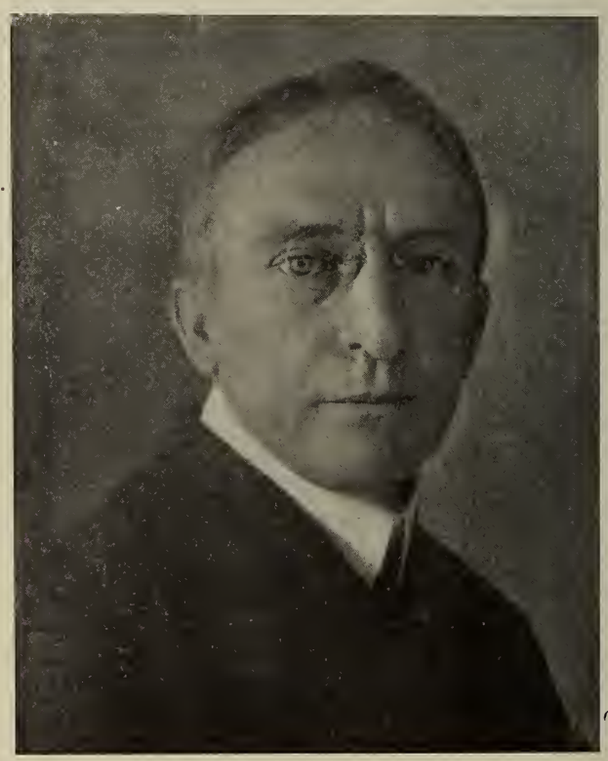
"Last, but not least," said Mr. Anderson, "comes the man from Essex. He is an encouragement to the discouraged, and exemplifies the old saying, 'If at first you don't succeed'—you know the rest. He is a man who does things. Whether he is working on the New York 'Sun' or writing stories for children, or giving 'Chimmie Fadden' to the world, he is always among the first. He went for Speaker Cannon's best man two years ago, and failed to get there by 500. He went for him again last election and won by 2,500."

Mr. Townsend took as a text for his remarks the old London apprentice call of "What do you lack, my Lords? What do you lack?" with an application to present day commercial and political conditions in the time of James I. when the apprentices were so picturesque an element in London's trading and manufacturing life. Mr. Townsend said in part:

"If we can apply a present day bit of slang to conditions so long past, those apprentices were the live wires of trade in the days of Shakespeare, of Elizabeth and of James. They were quick in quarrel, shrewd in a bargain and had a delightful habit of making love to—and occasionally running away with—their masters' daughters. They were, it seems to me, the beginning of the evolution which has produced that dynamo of present day trade activities, the traveling salesman, or, if you prefer, the commercial traveler.

"James I., who has been called 'the wisest fool in Christendom,' was a patron and friend of the artisan, the tradesman, the manufacturer of his time. We read that when a certain goldsmith was sent for by James he could reach that king though lords, courtiers and ministers cooled their heels in the anterooms. There was one goldsmith whom James used to call affectionately 'Jingling Geordie' who could sell his majesty any piece of gold plate which had a great artistic value; and some historians have hinted that James was in the habit of borrowing from Jingling Geordie large sums of cash when he was hard pressed for the needful.

"'What do you lack, my Lords? What do you lack?' Goods or cash, the merchants supplied what was wanted by monarch or commoner, and dealt honestly with their customers. But the politicians of that day did not deal honestly, and although James died in his



HON E W TOWNSEND

bed, his son, Charles, had his head chopped off because his political morals were not up to the standard set by the business world of his time. The politicians of Charles's times were as alert as were the apprentices in calling out 'What do you lack?' to the people, but when they were told what the people lacked and wanted they did not deal fairly with them; did not deal as fairly as did the merchants.

"Is there not something of that kind going on to-day? Is not the average of commercial honor higher than the average among politicians? Our politicians advertise as largely as do our merchants that they have good wares to sell, and they compete even more eagerly than do merchants for customers—but do they deliver the goods? No! They have not been sticking by their bargains. They cry aloud to my lords, the people, 'What do you lack?' and, being told, they promise to make delivery; but they have been delivering substitutes, fakes and frauds; something claimed to be 'just as good,' but really not.

"That, as I understand it, is the reason for a recent notable demand for a new set of legislators and high executives; my lords, the people, are taking their political trade to a new set of dealers; and this time, unless

all signs fail, they, the people, are going to watch closely and see that they get what they have lacked——honest laws and execution of laws without favors. The political apprentices have enticed the people into their masters' shops and left them there to be cheated; the people have not got what they lacked and demanded; but this time an axe has been brought out and sharpened, and if the politicians again try any of the old, unfair tricks —why, James was not an over-honest man, but they let him die in his bed. They chopped off Charles's pretty head, though."

SHORT SHOTS.

The popular music of the Van Baar orchestra did much to enliven the evening. And the way the boys did sing those choruses.

"Fred" Wnnder was observed to be enjoying himself immensely.

There were two claimants for the distinction of being on the scene first—Guy Hawthorne and Joseph Burroughs. The official timer being absent, the matter is still unsettled.

"Jack" Hines was voted the best host at the gathering.

A. H. Sharpe, who was called the "running mate of John Nixon," was very much in evidence.

When Congressman Sulzer said that the parcels post would be a great advantage to the salesmen present, because they could forward their samples by mail, a roar went up all over the house. The man who travels with fifteen trunks thought the honorable gentleman's idea of what his samples comprise a little vague.

While not the largest the salesmen have held, the affair was one of the best. The dinner was excellent and the speeches above the average.

W. P. Graham took a taxi from the Brevoort House to the Hotel Astor and was charged $1.30, and the expenditure of so much wealth left him in doubt as to whether he would have the price of a ticket next year.

E. F. Anderson made an excellent presiding officer, his introductions of the various speakers being exceedingly felicitous.

The dinner committee deserves the highest commendation—particularly its chairman, Henry Endemann, who devoted much time and thought to the many details necessary to the success of the affair.

The old-time days when the gathering meant a jamboree and the attendant hang-over the next morning are gone. The new spirit is one of meeting men in the same line of endeavor for mutual advantage and sociability.

A PROGRESSIVE CONCERN.

BESIDES manufacturing the ordinary lines of pottery suitable for home and hotel use, the Buffalo (N. Y.) Pottery has gained distinction by its art and decorative lines, especially its "Deldare Ware." This is a distinct addition to American ceramics. It is an entirely original production, and so artistic in every detail that it has attracted the favorable attention of leading pottery experts. Among the series of decorations placed upon it is the famous "Fallow Field Hunt." Four scenes are used: "The Hunt Breakfast at the 'Three Pigeons,'" "The Hunt," The Death," and the "Dinner After the Hunt." The decorations are Old English in effect, the costumes, attitudes and characters being those of from 1700 to 1800. Many old English books have been searched for ideas and quaint illustrations. Some of these are illustrative of famous English classics, such as "The Vicar of Wakefield," "Miss Mattie in the Sedan Chair," in "Cranford," and other subjects.

A new line of Deldare ware is now being worked up for next year. Its illustrative features will include the Dr. Syntax tours, "In Search of the Picturesque," "Consolation," and "A Wife," which were created and made famous by Rowlandson, the famous English caricaturist. The first of this series appeared a hundred years ago, and shortly after its publication a well known English potter seized the opportunity to add to his fame by reproducing the Syntax designs on china in a lustrous dark blue. The Buffalo Pottery is now manufacturing a large number of these pieces in its new emerald Deldare ware, a hand-painted underglaze in greens, browns, yellows and whites.

Dealers desirous of learning more about this attractive ware should write for descriptions and prices.

NEW CALENDARS.

THE Roessler & Hasslacher Chemical Co. have used for the adornment of their 1911 calendar "The Greek Pottery Dealer." Two Greek maidens are seated on a terrace examining a vase offered by the vendor; a patient donkey stands near by, loaded with wares, and in the background is a glimpse of the city and the bay. It is highly artistic.

B. F. Drakenfeld & Co.'s calendar for 1911 is one of the prettiest they have ever put out. It is entitled "Autumn," and shows a bit of woodland scenery in colors It is remarkably well executed and worthy of a frame.

The Potters' Supply Co., East Liverpool, have Wm. Thorne's painting, "A Patrician Beauty," as the subject for their calendar. It is an admirable reproduction of this famous work, and is accompanied by a folder giving a short history of the painting and its creator.

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

Published Every Thursday

BY

WHITTEMORE & JAQUES, Inc.,

92 West Broadway, New York.

EDITORIAL ROOMS, TEL. 5092 BARCLAY.

MECHANICAL DEPT., TEL. 5086 BARCLAY.

SUBSCRIPTION RATES, INVARIABLY IN ADVANCE:

United States	$2.00
Canada	3.00
All other foreign countries in the postal union	4.50
Single copies	.10

In remitting subscriptions please send Postal Money Order.

Make all checks and drafts payable to Whittemore & Jaques, Inc. Out-of-town checks should bear the words "With New York Exchange."

Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, JAN. 5, 1911.

GETTING AFTER NEXT YEAR'S BUSINESS.

NOW that the last reverberation of the final horn has faded into nothingness, and the divers noise-makers have been shelved for another year's rest, the thoughts of the business man, which have been diverted by the holiday season, are again turned towards merchandising.

The problem of how to secure the most business during the present year is the difficult one facing the retailer, and he should go about the solving of it in a businesslike fashion.

In the first place, a careful analysis of the various policies of the store should be made. Whether a dealer has spent too much or too little in advertising can only be decided after a thorough investigation. Whether a store has been handicapped by not having enough clerks or too many should be ascertained. In fact, everything connected with the store must be thoroughly thrashed out before the merchant can make any radical change in policy.

This is a very opportune time to invite criticism and suggestions from employees. There is probably no one to whom a dealer can better turn in the hope of receiving valuable information than to his own clerks. They have the closest knowledge of the business, and are very apt to suggest things that mean dollars and cents to the merchant.

As a general rule, every store should strive to do something new at the beginning of the year in the effort to increase and expand business. Merchandising is a hard proposition, and unless the proprietor of an establishment does everything in his power to put the odds in his favor he is liable to be disagreeably astonished when he reviews his bank balance at the end of the year.

If your business needs reorganization, the time to start is now.

PERSONAL.

THE assistant china and glass buyer at Gimbel Bros., Leo Schoenthal, while in the District last Thursday was asked to look at a certain onion pattern on dinnerware. Now, if there is any pattern that Mr. Schoenthal is not interested in at present it is that in which the fragrant onion figures. His predecessor, N. H. Gardinier, was so fond of onions that he put in dinnerware patterns showing them in four different poses; and nothwithstanding the acknowledged strength of this well-known fruit the Gimbel patrons have not yet evinced a very strong fancy for the decorations. Mr. Schoenthal took the joke good-naturedly, and stated that Dr. Gimbel had taken onions off his china diet for the present.

A. A Mathews, formerly with Geo. Borgfeldt & Co., departs this week for the South on his first trip for Bawo & Dotter. He carries dolls, toys and house-furnishings.

J. D. Dobbs, with Geo. F. Bassett & Co., was called to Jonesboro, Ga., last Thursday owing to the illness of his mother. R. B. Parks, with the same house, departed Saturday for his regular Southern trip.

Samuel P. Arnold, who is no longer with Edw. Butler, is one of the best known travelers in the trade, having covered pretty nearly all of the United States in his career. He ought not to be long out of a position.

J. H. Heiman, representing A. A. Vantine & Co., is at the Quincy House, Boston, with their import line for fall season 1911.

H. B. Duncan, of the Duncan & Miller Glass Co., Washington, Pa., is a New York visitor this week.

C. L. Dwenger has been spending a week at Augusta, Ga., with friends at a house party. Lucky man, to have escaped such weather as we have experienced!

J. F. Palme returned Wednesday from a few days' vacation near the historic village of Fishkill Landing, on the Hudson river. Mr. Palme is an authority on

the history of this famous old Dutch settlement, and incidentally picks up a few orders for German china in the neighborhood.

M. E. Lafferty, of Cox & Lafferty, left Monday night for a short visit to the Imperial Glass Co.'s factory at Bellaire, O.

Paul Fueslein, who covers Chicago for Bawo & Dotter, is in the Windy City this week making preliminary arrangements for displaying his samples at 230-232 Adams street.

We are in receipt of cards announcing the marriage of Ruth Havenner Darden, daughter of William T. Darden, who is with Edward Butler, to Robert Bakewell Munroe. The ceremony is to take place January 10 at the residence of the bride in De Soto, Mo.

Frank Zoellig, who is in charge of the Pittsburgh branch of Bawo & Dotter at 615 Liberty avenue, left the New York headquarters last Sunday night with a number of specialties for his display. Chas. Magee will assist Mr. Zoellig.

F. D. Farrell, who has been with Blakeman & Henderson, is now with the Monongah Glass Co., and will travel New England.

F. E. Bermas has assumed his new duties at Cox & Lafferty's.

Jas. P. Gordon, New York agent for the Jones, McDuffee & Stratton Co., departed Wednesday night for Pittsburgh, where he will show his lines for a week at the Fort Pitt Hotel.

Maurice Caro, glass buyer for Mitchell, Woodbury Co., Boston, will join the Pittsburgh contingent during the week of January 9.

Arthur Trippe has been appointed buyer of scheme goods for Edw. E. Depew & Co., importers of this city.

Chas. Vogt, of Vogt & Dose, has been confined to his home this week with a severe cold.

Geo. H. Service, with Kennard L. Wedgwood, was married in Staffordshire this week. He plans to sail for home with his bride January 14.

F. O. Shattuck, one of Bassett's ambassadors, departs Friday of this week for his regular Eastern territory. Fred W. Sinclair was scheduled to start Saturday on his Middle West trip, but is laid up with the grip at present.

BANQUET OF THE WESTERN ASSOCIATION.

AS we go to press the annual banquet of the Western Glass and Pottery Association is in progress at the Fort Pitt Hotel, Pittsburgh. W. E. Wells is the toastmaster, and among the speakers are Mayor W. A. Magee, Geo. W. Kinney, Lee S. Smith and Charles Herman.

Indications are that W. W. Lang, who has been president of the Association during the past year, will be elected to succeed himself at the annual meeting.

IN TOWN.

Abbreviations—c, crockery; g, glass: hf, housefurnishings; l, lamps; t, toys; s, silverware.

THE following buyers have reported in town since our last issue:

G Dence, of Annable, Dence & Frye, hf, Gloversville, N Y, Continental.

A A Sprague, with Howland D G Co, hf, Bridgeport, Conn, 75 Spring.

G C Tonolla, with A Eisenberg, c, hf, Baltimore, Latham.

A Kallman, with England Bros, hf, c, t, Pittsfield, Mass, 75 Spring.

A F Meter, with J V Farwell Co, t, Chicago, 72 Leonard.

J F Leary, with J Samuels & Bros, c, hf, Providence, Broztell.

Mrs J C Nourse, with Woodward & Lothrop, s, Washington, 438 Broadway.

Mrs L B Walter, with Gimbel Bros, s, Philadelphia, 821 Broadway.

H I Belcher, with Jordan Marsh Co, s, Boston, 31 Union Square.

R Illsley, with Barnard, Sumner & Putnam Co, c, Worcester, Mass, 75 Spring.

WINDOWS ARE SILENT SALESMEN.

YOUR windows are your silent salesmen, and they work continously night and day without pay. If treated well they produce results which cannot be obtained in any other way. The key to effective window dressing is concentration and simplicity. Do not clutter or crowd the windows with a mass of articles of many kinds. Use plenty of signs and hangers. Short, snappy sentences on cards placed in the window relative to the goods will make an impression, and frequent changes in the display will keep up the interest. A window trim links together various forms of publicity and in many cases clinches a sale which otherwise would have been lost. Such a display backs up the magazine, trade paper and circular advertising. In local publicity work we know of no more inexpensive and effective manner of drawing trade than a good strong window trim.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending January 3, 1911.

ANTWERP

184 packages glassware.....B Gunttel
13 " " .....L Straus & Sons
3 " " ..... Graham & Zenger
3 " " .....Knauth, Nachod & Kuhne
1,069 " " ..... Miscellaneous Orders
2 " earthenware .....G F Bassett & Co
13 " " .....L Straus & Sons
55 " " .....Koscherak Bros
13 " " .....Bawo & Dotter
3 " " .....L D Bloch & Co
2 " " .....C J Dierckx
28 " " .....Miscellaneous Orders
167 " chinaware.....Theodore Haviland & Co
38 " " .....Vogt & Dose
8 " " .....Strobel & Wilken Co
1 " " .....Miscellaneous Orders
17 " toys.....Strobel & Wilken Co
2 " " .....C B Rouss
10 " " .....Miscellaneous Orders

BORDEAUX

46 packages chinaware..... Wm Guerin & Co
19 " " .....Bawo & Dotter
15 " " .....J H Venon
31 " " .....H R Churchill
18 " " .....Vogt & Dose
17 " " .....L Straus & Sons
19 " " .....J Pouyat Co
241 " " .....Haviland & Co
74 " " .....Miscellaneous Orders

BREMEN

2 packages glassware..... L Straus & Sons
114 " " .....Eimer & Amend
79 " " .....Miscellaneous Orders
1 " earthenware.....Geo Borgfeldt & Co
2 " " .....Endemann & Churchill
82 " " .....Miscellaneous Orders
27 " chinaware .....Strobel & Wilken Co
183 " toys.....Geo Borgfeldt & Co
8 " " .....Bawo & Dotter
7 " " .....Samstag & Hilder Bros
110 " " .....Strobel & Wilken Co
98 " " .....Miscellaneous Orders

HAVRE

6 packages chinaware .....J Pouyat Co
21 " " .....L Straus & Sons
8 " " .....J H Venon
1 " " .....H R Churchill
42 " " .....Wm Guerin & Co
38 " " .....Miscellaneous Orders

LIVERPOOL

2 packages earthenware.....The Rowland & Marsellus Co
4 " " ..... Fondeville & Van Iderstine
9 " " .....R Slimmon & Co
12 " " .....Bawo & Dotter
10 " " .....Meakin & Ridgway
37 " " .....Maddock & Miller
9 " " .....H C Edmiston
30 " " .....E Boote
2 " " .....Ed Butler
13 " " ..... George Hamilton
17 " " .....W S Pitcairn
3 " " .....J Wygand & Co
4 " " .....L Straus & Sons
9 " " .....Miscellaneous Orders
14 " toys.....Strobel & Wilken Co

SOUTHAMPTON

107 packages chinaware.....Haviland & Co
12 " " .....H Creange
4 " " .....L D Bloch & Co
5 " " .....Lazarus & Rosenfeld
48 " " .....Miscellaneous Orders

HAMBURG

34 packages glassware.....Fenesterer & Ruhe
57 " " .....Knauth, Nachod & Kuhne
23 " " .....Samstag & Hilder Bros
49 " " ..... Kmy-Scheerer Co
5 " " .....W R Noe & Sons
3 " " ..... F Bing & Co
56 " " .....Eimer & Amend
12 " " .....J H Venon
16 " " ..... Strobel & Wilken Co
93 " " .....Miscellaneous Orders
5 " earthenware.....H Kupper
11 " " .....J Palme
33 " " .....L Straus & Sons
8 " " .....F W Woolworth
12 " " .....L D Bloch & Co
33 " " .....Lazarus & Rosenfeld
7 " " .....N Wapler
7 " " .....E R Thieler
7 " " .....J Wygand & Co
108 " " .....Miscellaneous Orders
126 " chinaware.....Bawo & Dotter
29 " " .....Strobel & Wilken Co
147 " toys .....B Illfelder & Co
97 " " .....Geo Borgfeldt & Co
6 " " .....J Bing
62 " " .....Strobel & Wilken Co
182 " " .....Miscellaneous Orders

TRIESTE

517 packages glassware .....A L Crawford
60 " glassware .....Fensterer & Ruhe
30 " " ..... Miscellaneous Orders

ROTTERDAM

24 packages earthenware.....Lazarus & Rosenfeld
3 " " .....Bawo & Dotter
26 " glassware.....Graham & Zenger
24 " " .....Geo Borgfeldt & Co
45 " toys.....F A O Schwartz
35 " " .....Miscellaneous Orders

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

25 packages earthenware.....Jones, McDuffee & Stratton Co
23 " " ..... Mitchell, Woodbury Co
25 " " .....A W Chesterton
3 " " .....Richard Briggs Co
6 " " .....E Boote
3 " " .....Miscellaneous Orders

HAMBURG

27 packages earthenware.....Jones, McDuffee & Stratton Co
2 " " .....Chas Emerson & Son
10 " " .....Patterson, Wylde & Co
17 " " .....L Wolf & Co
19 " " .....F W Woolworth
153 " " .....National Despatch Co
48 " " .....J B Moors & Co
8 " " .....Houghton & Dutton
4 " " .....R F Downing & Co
2 " " .....R H Stearns Co
90 " " .....W N Proctor & Co
38 " " .....C J Pierce & Co
39 " " .....Geo Borgfeldt & Co
215 " " .....Brown Bros. & Co
82 " " .....American Express Co
48 " " .....Miscellaneous Orders

ANTWERP

4 packages earthenware.....Jones, McDuffee & Stratton Co
6 " " .....Mitchell Woodbury & Co
10 " " .....American Express Co
30 " " ..... Geo Borgfeldt & Co
1 " " .....Miscellaneous Orders

CHINA AND JAPAN

97 packages earthenware.....Miscellaneous Orders



Around the New York District.

THE early part of the week was not very good, as far as business was concerned, in the District. Together with the holiday, the inclement weather kept many buyers away.

The display of housefurnishings by Bawo & Dotter will be more of a feature this year than ever before. The addition of many new lines has necessitated doubling the display space. The new samples are now in and include very extensive exhibits of enamel, aluminum and willow ware, papier mache goods, alarm clocks, kitchen cereal sets, brown and white ware, and similar lines. A feature of great importance to the smaller buyer is the fact that a large stock is on hand for immediate shipment, thus permitting purchases two or three months later than for import, and for the large importing buyer an emergency stock from which he can fill an unexpected depletion in his supply on hand.

Cox & Lafferty have made a separate room in which to show Japanese goods exclusively. The line will be complete, and quantity orders will be taken at prices that will apppeal to the largest buyers. The Imperial Glass Co.'s line looks much handsomer in the new showroom, and the goods can be seen without any exertion on the buyer's part. The ware from the Seneca Glass Co. is rapidly growing in sales. The quality does it.

Paul Joseph has received samples of the new deep plate etched line of the Duncan & Miller Glass Co. This is the first etched line made by that company. The No. 72 Colonial line has been used for this new departure because of its popularity and adaptability to this class of decoration. The new samples indicate that great care and skill have been employed in both design and workmanship, and the results are such as would be a credit to any factory. The choice of the graceful No. 72 line, which is an extensive one, was an especially good selection; the decorations and shapes harmonizing perfectly.

George N. Blust, manager of the New York office of the Pittsburgh Lamp, Brass and Glass Co., has received from the factory a quantity of new things in lighting glassware that look like winners. The decorations include fruit, flower and scenic effects, and show up very clearly.

The complaint is often heard that the water goblets generally placed on the tables of hotels have a very small capacity, especially if the cube of ice is large. To obviate this the Central Glass Works have produced a goblet of extra large dimensions. The new glass has a drawn stem, with a wide optic, and is fashioned as closely as possible after the lotus flower. It is very handsome, and, according to A. P. Doctor, in charge of the salesrooms here, is selling well.

The show tables as Meakin & Ridgway's are being repainted, and the entire suite of rooms is undergoing the process of redecoration preparatory to the receipt of the new samples. The side walls have been burlapped, which will show off the new samples to the best advantage.

The final shipment of the new spring samples of the J. Pouyat Co. arrived last week. The new goods have nearly all been unpacked and placed on display. New decorations on dinnerware and fancy goods are conspicuous for their beauty and originality, maintaining at every point the reputation which this famous Limoges factory has achieved. The demand for the original Pouyat fancy shapes in white china has taken quite a spurt recently, and the size of the orders

placed indicates a greatly-increased output during the coming year.

Pretty nearly all the salesmen are looking forward to the time when they will hit the trail again. The majority of them feel like a school of whales stranded on a sandy shore. Although the inconveniences and discouragements are sometimes not offset by the orders received, the salesman feels out of his element unless he is on the firing line.

In addition to his lines of Ahrenfeldt china and Schierholz art goods, H. C. Kupper has taken on a line of electric portables in Dresden effects with silk shades. The new samples of Ahrenfeldt china and fancy plates will, as usual, show an advance over previous efforts, and will form one of the most attractive displays that has ever been put on the counters. The Schierholz factory has increased its line very extensively, and buyers of these beautiful goods will have a greater variety to choose from than ever before. The lamp line will be a revelation to many buyers.

F. W. Woolworth has bought property on Barclay street, 100 feet west of Broadway, to gain additional entrance to the bullding he is erecting corner of Broadway and Park place.

Geo. A. Malone, representing the Eagle Glass and Mfg. Co., is rapidly getting his new wareroom in shape and is already displaying the new samples. The company has a reputation for making distinctive wares, and their latest products certainly sustain it.

Most of the new goods to be shown by Julius Palme have already arrived, and the rest will be here within a few weeks. During his recent trip abroad Mr. Palme selected several new lines of dinnerware at his German, Austrian, Silesian and Bavarian factories, aud the display this year will be the most extensive he has ever shown. The big showroom is being renovated, and a rearrangement of the goods will greet buyers on their next visit.

AT CHICAGO.

COUNTING up to the close of the year 1910, Chicago imported china and glassware to the aggregate value of $1,150,500 as against $677,237 in the previous year, showing a net gain of $473,263.

H. A. Marshall, local sales manager of the Fostoria Glass Co., has lately been virtually turned out of his spacious quarters in the Masonic Temple by workmen engaged in putting down a new oaken mosaic floor.

Arthur Schiller finished the delivery of the $30,000 crockery and glass equipment to the new Hotel Sherman in time for the hotel's formal opening to the public on New Year's night.

Bottle makers say their sales to whiskey houses were greater the past year than ever before.

Advance inquiries and orders are said in the trade to indicate that the demand for glassware by the grocery packing industries will be much increased during the coming season over last year because of increased crops.

Jobbers of the iridescent wares are again beginning to take orders for those lines which were withdrawn from sale toward the end of the past season because the factories had more than they could fill within the year or in time for the holiday trade.

A GOOD TIME.

ON Wednesday, December 28, twenty-five of the employees of B. F. Drakenfeld & Co. were the guests at a dinner given by Mr. Drakenfeld. The speechmaking and general good time were kept up until the early hours of the morning.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

TO	Shipments week end'g Dec. 17,'10	Corresponding period 1909	Exports Jan. 1 to Dec. 17,'10	Corresponding period 1909
Boston	158	65	7337	5966
New York	147	185	8668	6572
Baltimore	272	213	13264	16782
Philadelphia	75	12	5354	3804
New Orleans	....	4	2250	2277
Newport News	....	....	204	1201
San Francisco	....	....	93	250
Portland (Me.)	45	18	1158	1949
Galveston	....	....	1449	1456
Portland (Or.)	....	....	25	95
Inland Points	....	....	1822	1262
Total	697	497	41624	41614

From the Freight and Shipping Circular of John Edwards & Co. Liverpool.

TO	Shipments week end'g Dec. 17,'10	Corresponding period 1909	Exports Jan. 1 to Dec. 17,'10	Corresponding period 1909
New York	174	178	9560	7962
Boston	158	67	7085	5729
Philadelphia	72	12	5591	4154
Baltimore	272	213	16034	17443
San Francisco	....	....	244	207
New Orleans	....	....	2251	2862
Portland (Me.)	45	5	2072	1966
Galveston	....	....	1531	1443
Newport News	....	....	971	1201
Portland (Or.)	....	....	55	55
Inland Points	....	....	1318	1367
Total	721	475	46712	44389



Pittsburgh and Vicinity.

Gerald Bryce, of Bryce Bros., Mt. Pleasant, Pa., was the first of the exhibitors at the Ft. Pitt to be on the job. He started his forces at work last Thursday morning, and until Tuesday of this week "boss" and workmen were as busy as bees. The display was ready for the trade Wednesday morning, and all the new creations of this well-known firm are now on view.

The United States Glass Co. will have a new catalog ready for the trade this month which will show in complete form all soda fountain and confectioners' lines.

"The Florida" is the name of the heavy figured pattern of the Tarentum Glass Co. The line includes jugs and vases also. "The Puritan" has a colonial effect, and is a most attractive offering. These lines with other special pieces are being shown at the Ft. Pitt by S. Q. Hamilton.

Additions to the list of exhibitors here, as published in the JOURNAL last week, are as follows: Permanent city sample rooms—Bawo & Dotter, 615 Liberty avenue, in charge of Frank Zoellig; Hotel Henry—Mr. Henderson, with T. B. Clark Cut Glass Co.; Mr. Shirley, with pottery.

Glass manufacturers expect to see a change in the freight rates on glassware in the near future. It is said by the traffic managers that the Inter-State Commerce commission is expected to wrestle with the proposition, and the decision is being awaited with interest.

The Consolidated Lamp and Glass Co. is showing a number of new creations in both upright and inverted shades. About six new designs are ready. The cut lighting lines of this factory are proving very attractive to buyers.

The Jefferson Glass Co. resumed operation Tuesday after ten days idleness, during which time inventories were taken, an addition to the grinding department completed, and a new air compressor installed. The capacity of the plant is being gradually increased and more men are to be employed.

Another new line of etched blown stemware is being shown by the United States Glass Co,, and is known as the "Empress." The treatment is exceedingly attractive.

Adolph Neideck, formerly in charge of the decorating department of the Westmoreland Specialty Co., and more recently with the Monongah Glass Co. at Fairmont, is now in charge of the decorating department of the Lancaster (O.) Glass Co.

The Pittsburgh Lamp, Brass and Glass Co. declared the regular quarterly dividend of 1¾ per cent on preferred stock, payable January 3.

A large influx of buyers is confidently expected, and a big contingent is looked for from New York the last of this week and the first of next. The Western buyers usually come later, but it would not surprise anybody if many of these, who usually take Pittsburgh in on their way East, were to make a special trip to the Glass City, as it is generally believed that the jobbers as a whole have sold out pretty nearly all their stocks.

C. S. Rockhill, for several years identified with the Cambridge Glass Co , has severed his connection with that company to become associated with the Wellington Glass Co., of Cumberland, Md. President Arthur J. Bennett and W. C. McCartney are in charge of the Pittsburgh exhibit this season.

The injunction sought by the Macbeth-Evans Glass Co. against the Jefferson Glass Co., Follansbee, W. Va , restraining the latter from making an "Alba" glass, was dissolved by the courts here on Wednesday. The making of "Luceo" glass will therefore continue by the Jefferson Co.

Among the buyers at Pittsburgh this week were F F Debolt, Alliance, O., S L Boone, with L L Sterns & Sons, Williamsport, Pa.; F L VanDeman and Louis Fritz, with Butler Bros., New York; Mr Montgomery, with Kinnier & Montgomery, Lynchburg, Va.; Charles H Cullen, of Charles H Cullen & Co., Knoxville, Tenn.; A H McAnulty, with Hollweg & Reese, Indianapolis, Ind; Joseph H Lynch, with F E Fowler Co, New Haven, Conn.

Wheeling, W. Va.

The Central Glass Co. will not exhibit in Pittsburgh this season, but the home sample rooms have been renovated and all the new goods are being displayed there. The deep etched lines are quite a departure from those shown in the past, both in character and arrangement of treatments. Several new rock crystal lines are also being shown.

OBITUARY.

PETER GROSS, in the pottery business at Saginaw, Mich., for over forty years, died last week, aged seventy-seven.

Wilson S. Bernard, retired crockery merchant, Denver, died suddenly at his home in that city December 20.

Daniel R. Hagy, of Hagy & Bittner, china and cut glass dealers, Reading, Pa., died December 23 of paralysis.

BUSINESS BRIEFS.

J. G. McCrorey & Co. have opened a five and ten cent store at Easton, Pa.

J. Larock, fancy grocer, Ogdensburg, N. Y., has recently added a crockery department.

The Carolina Hardware Co., Greenville, S. C, have discontinued handling china and glass.

G. Jonas, Bridgeton, N. J. and C. L, Paine, Brookline, Mass., have incorporated the Williamstown Glass Sales Co., Boston, with a capital of $50,000, to manufacture glass and rubber goods.

A petition in bankruptcy has been filed against Rica Jacobson, dealer in fancy goods and toys at 3,593 Third avenue, and James H. Goodier has been appointed receiver. Assets are estimated at $1,000.

M. R. Little, trustee for the estate of Thomas Broome, who failed October 22, 1910, is sending the creditors a statement of the affairs of the bankrupt, together with checks for eighteen per cent of their indebtedness.

The Leader department store, Minneapolis, is about to install a china, housefurnishings and toy department. P. V. Kane, for several years buyer for Roth Bros. Co., Superior, Wis., is to have charge. Catalogues and price lists should be sent to him at once.

A PLEASANT GATHERING.

THE first annual dinner of Higgins & Seiter's employes was held at the Cafe "Raub," Brooklyn, last Thursday night. It was a regular old-fashioned beefsteak dinner. Everyone present wore a white apron and a cap, and the steak was served in the regulation manner. There were no set speeches, but stories were told, songs were sung, and a very enjoyable time was had by all present. The company consisted of the following: A. S. Higgins, Cliff Allan, Elsberg Warnecke, L. D. Seixas, E. Huber, Wm. Anthes, Samuel Pielow, R. Glaser, Will Seiter, Theodore Burns, M. Broach, Wm. Reeder, Clarence Ferguson and Fred R. Sands.

SPECIAL NOTICES.

The cost of advertisements under this heading is $1 for the first and fifty cents for each following insertion for each half inch of space (30 words). PAYABLE IN ADVANCE.

Special Notice.

THE CROCKERY BOARD OF TRADE OF NEW YORK,
NEW YORK CITY, December 29, 1910.

Notice is hereby given that the annual meeting of the stockholders of The Crockery Board of Trade of New York for the election of four trustees for the ensuing three years, and for the election of officers for the ensuing year, will, in accordance with the by-laws of the corporation, be held at the Hardware Club, New York City, on Wednesday, January 11, 1911, at 12:30 o'clock, p.m.

By order of the Trustees,
L. S. OWEN, Secretary.

HELP WANTED.

WANTED—First-class china and glassware salesman for old-established house, to cover city and suburban territory. Salary or commission. Address T. R. A., this office.

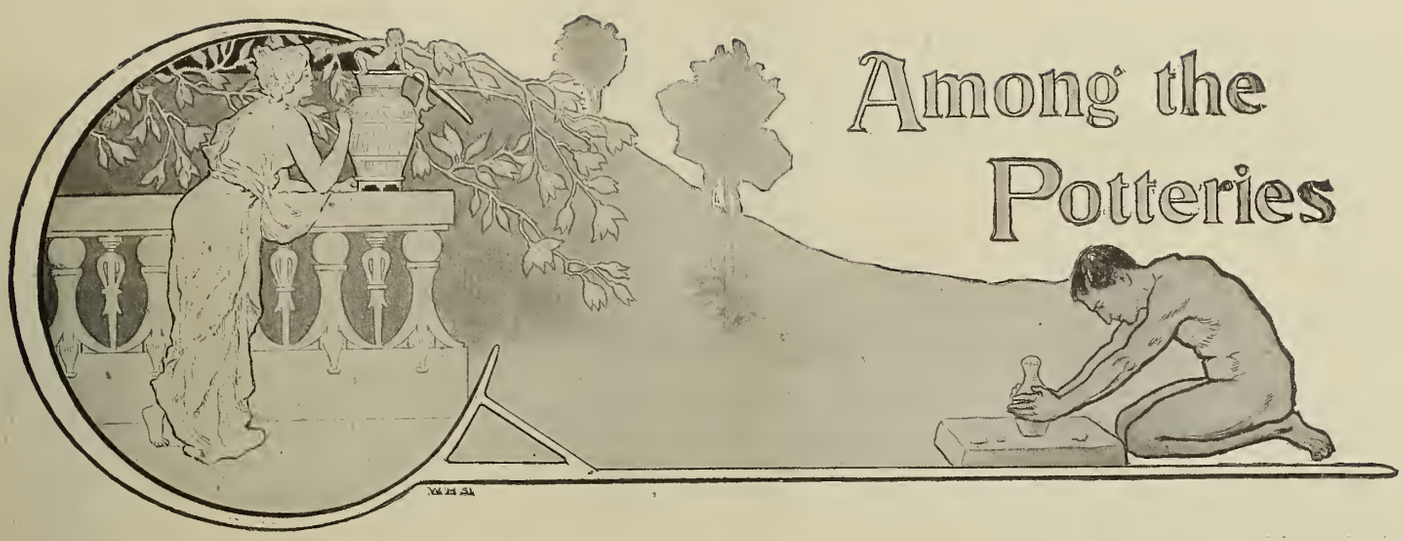
WANTED—Salesman experienced in handling vitrified hotel china to call on the wholesale trade. Give age, previous experience and territory acquainted with, and salary expected. Apply to THE MAYER CHINA CO., Beaver Falls, Pa.

SITUATIONS WANTED.

POSITION WANTED with a New York importing concern by a competent china salesman who has a large acquaintance all over the country, particularly in the West. Unexceptional references. Address Box 743, this office.

BUSINESS OPPORTUNITIES.

SALESMAN, with old-established trade, wants a line of gas and electric portables, domes and general gas and electric glassware. Commission basis. Address Box 744, this office.



East Liverpool and Vicinity.

The Colonial Pottery Co. has hit upon an arrangement for kiln firing that is said to save between $8 and $12 per kiln. The device is a most simple one. Heretofore three burners were used in each fire box. Two are now sufficient. Each burner is placed in a length of four-inch sewer pipe which is run through the wall of the kiln. As the gas leaves the burner it pulls an enormous lot of air through the sewer pipe, and the even combustion gives a greater heat than has been obtainable heretofore with three burners; not as much gas is being consumed, and the kiln is fired more evenly and faster.

* *

The D. E. McNicol Pottery Co. has completed remodeling its sample room, entrance to which is now gained through the business office, instead of having to walk through the glost warehouses.

* *

Among the buyers here were Mr. Metzgar, with Fridel, Wheeling, W. Va.; Mr. Reilinger, with Elder-Johnson Co., Dayton, O.; Joseph Lynch, with F. E. Fowler, Co., New Haven, Conn.; Mr. Davies, with John C. Lewis Co., Louisville, Ky.

* *

Joseph Chetwynd, the well-known potter, who has been ill several weeks following an operation, is able to be at his desk once more.

* *

At the Cartwright pottery every old sample has been cleared away and a complete new line installed. The plant is exceptionally busy, being worked to capacity even on New Year's day. Early business for 1911 is coming in heavier than anticipated.

* *

The most remarkable assortment ever shown by a pottery in this district was assembled Monday in the sample room of the Potters' Co-Operative Co., and its sale gives promise of being the heaviest ever known in the district. The variety and number of pieces is so great that when assembled for exhibition it fills a mammoth table. Some of the richest treatments used in the decorating department are to be found on the pieces making up the assortment. The items will retail at twenty-five cents.

* *

News has been received here of the formation of the Diamond Pottery Co. at Frankford, Ind., with a capital stock of $12,000. The incorporators are J. C. B. Beatty, a former resident of this city and well known as a pottery promoter and salesman, G. K. Beatty and W. S. Fisher. The character of ware to be produced is not stated.

East Palestine, O.

The W. S. George Pottery Co. and the East Palestine Pottery Co. are showing new shapes for 1911 both at the local plants and also at the Cannonsburg (Pa.) sample rooms. The new plant at Cannonsburg will soon be ready for operation.

Wheeling W. Va.

J. C. Jonas, better known among the pottery and glass fraternity as "Jack," has resumed his duties as sales-manager for the Warwick China Co. and has started on his first Western trip for 1911.

Trenton.

Although the Monument Pottery Co. only recently completed an extensive addition to its plant, other improvements that will cost probably $60,000 will be started within a few weeks. An annex 60 x 106 and two additional kilns of large capacity will be built. When the new kilns are completed the plant will have twenty-six in all.

* *

John A. Campbell, general manager of the Trenton Potteries Co., has returned from his annual Western trip and reports that while the prospects are not especially brilliant, a fairly prosperous year may reasonably be expected. "I think it is well," said Mr. Campbell on Saturday, "to keep a good supply

of stock on hand. We can never tell what may develop in the course of a few months."

* *

With an authorized capital of $50,000, of which $21,250 is already paid in, the Lambertville Pottery Co was incorporated here last Friday to take over as a going concern the pottery already established under the name of the Lambertville Pottery.

Beaver Falls, Pa.

I. R. Harvey, manufacturer of potters' tools, has just made further improvements in his celebrated dressing irons by making them of a lighter gauge and a much finer grade of the best file steel. The new pattern does away with the necessity of having them redrawn or retempered when partly worn out. They are made in two sizes—8-inch for regular work and 7-inch for lighter or small ware. He has also sagger clay cutters made from one piece of steel and tempered in oil; size of blades 6 x 11½ inches with handles complete.

REMOVAL NOTICE.

THE ANDREW H. HOAG CO., now at 46 West Broadway, beg to inform their friends and customers that on and after January 15th next they will be found at their *New Offices, Salesrooms and Factory, No. 251 West Nineteenth Street,* between Seventh and Eighth Avenues.

They desire, at the same time, to call the attention of the trade to the accessibility of this location and its convenience to the leading stores and hotels.

They trust that their change of base will not make your visits any less frequent, and wish to assure you in advance of a warm welcome.

Very respectfully,

ANDREW H. HOAG CO.

BOSTON SAMPLE ROOMS

offer glass and china travelers THE BEST "sample room" accommodations in Boston for displaying small and large lines. Rates $1.50 per day and up. No charge for Sundays and Holidays. Write for further information and reservations to

BOSTON SAMPLE ROOMS, H W. Upton, Manager.
Essex St. Post Office Building, Boston, Mass.
Entrance, 9 Harrison Ave. Extension.

Jones, McDuffee & Stratton Co.

Fine Pottery, Glass and Lamp Merchants,
(TEN FLOORS,)

25 to 39 Franklin, cor. Hawley St., BOSTON, MASS.,

Offer the following STOCK PATTERNS of Decorated Ware, which, being carried in abundant lines, both open and in original packages, can be supplied promptly, and at lowest market values:

BLUE SPODE'S TOWER,	W. T. Copeland & Son.
MONTEREY	Ridgways.
Flow Blue MEISSEN, Onion pattern	
Old Blue WILLOW,	"
The NAPLES WREATH	"
The BRIDAL WREATH Hotel	"
The GENEVA, Hotel,	"
The MILAN, Hotel	"
Green Illuminated FLORENTINE,	Johnson Bros.
The REGENT,	" "
The BALMORAL,	" "
The SANTOS White and Gold,	" "
The ST. MALO, Apple Green and Gold,	" "
The SIMPLON,	" "
The BARODA	" "
The MIKADO, Green and Gold,	" "
The WHITE HOUSE, White and Gold	" "
The VALENCIA LACE HOTEL	" "
The GOLDEN CHAIN,	Alfred Meakin, Ltd.
The WINDERMERE, printed and gold,	"
The MARSEILLES,	"
The ALEXANDRA,	Booths, Ltd.
The MARQUIS	" "
The ATHENS, Cobalt and Gold	W. H. Grindley & Co.
The HOFBURG, Flow Blue and Gold,	" "
The ROSALIND, Green and Gold,	" "
The DEVONSHIRE,	Samuel Ford & Co
Old BLUE CANTON China, Hong Kong.	
Old BLUE FITZHUGH China, "	
Green and Gold MEDALLION Canton China, Hong Kong	
LACE BORDER and ROSETTE,	Royal Worcester Porcelain Co.
Green FESTOON	" "
The VIGORNIA China, White & Gold Encrusted,	"
The MALVERN, MULBERRY and DOVE,	"
The TUNBRIDGE China,	Doulton & Co
The ST. LAZARE SPRAY,	Haviland & Co. China.
The CHARONNE,	" "
The MONTEBELLO,	" "
The SONDERBURG,	" "
The NORMA,	" "
The PRINCESS,	" "
The AMSTEL	" "
The ST. GEORGE, Gold Encrusted	" "
The FRONTENAC,	" "
The COUNTESS,	" "
The MIRAMAR,	" "
EMPIRE WREATH,	Porcelaines G D A China
The CASTIGLIONE	" "
The MALABOR Hotel,	" "
The BALUSTERE Hotel,	" "
The CALVADOS, Encrusted Gold,	" "
FONTAINBLEAU,	" "
BLEU DE FOUR, Encrusted Gold. The NAVARRE.	J. Pouyat
White and Gold Encrusted, the LORRAINE,	" "
The ATHENA	" "
The NARBONNE, Green Band and Gold Lace,	" "
The FONTENAY,	R Delinieres & Co.
The LAFAYETTE,	Villeroy & Boch, Dresden.
The FULDA, Austrian China.	
The MUNICH "	
The INNSBRUCK, "	
The BARONIAL, White and Gold, Bavarian China.	
The CZARINA,	Theodore Haviland & Co
The LOUVRE,	" "
ALTADENA, Border Hotel,	John Maddock & Son
Mason BLUE CANTON,	Ashworth Bros
Royal Dresden BLUE ONION Porcelain Crossed Sword Brand.	
MEISSEN CHINA (Dresden) Blue Onion.	
The ODESSA, White and Gold Encrusted,	John Aynsley & Co.

and others which for lack of space cannot be enumerated here.

Also, Grindley's W. G and Johnson's White Semi-Porcelain; Alfred Meakin's W. G., Haviland White, Gold and Decorated china, and Staffordshire, German, Japanese and French China Novelties; also the best things from the Greenwood Pottery Co., Lenox, Onondaga China, Knowles, Taylor & Knowles, and others.

New Stock Patterns constantly being added; and while we mean to be able to match up past stock patterns we are having the best up-to-date new stock patterns.

Our facilities for readily matching STOCK PATTERNS will be appreciated when we state the fact that we have upwards of 8,554 BINS occupied in our sixteen lofts.

☞"Stock Patterns" which cannot be readily matched cause more annoyance than profit.

JONES McDUFFEE & STRATTON CO., Boston

CROCKERY AND GLASS JOURNAL

NEW YORK, JAN. 12, 1911.

WESTERN SALESMEN DINE.

WHILE considerable had been promised for the annual banquet of the Western Glass and Pottery Association, which was given at the Ft. Pitt Hotel, Pittsburgh, on the evening of January 5, it was admitted by the guests that in every particular all previous efforts of the association in this direction were excelled.

The arrangements were left to a committee composed of President Watson W. Lang; Secretary J. G. Kauffman, Marion G Bryce, George C Thompson, H L Dixon, Harry C Ross, Robert G West, Harry A Keffer, S H Sterling and William C Lynch. For over a month this committee had met and planned, and that they planned wisely was evident from the praise bestowed upon them.

The corridors of the hotel were thronged with expectant guests for an hour before the dining room doors were thrown open, and the usual scenes on an occasion of this kind were witnessed. Men who had not met for months greeted each other cordially and swapped experiences.

The dinner was scheduled for seven o'clock, and it was only a few minutes after when the command was given: "Glass men, fall in!" The tables were laid in the "English Room," one of most beautiful banqueting halls in the country.

MENU.

Crab Meat Cocktail

Strained Gumbo

MARTINI

English Sole, Tartare

AMOROSO

Filet Mignon

Fresh Mushrooms

Potato au Gratin French String Beans

GRAVES

Lettuce and Tomatoes

Fancy Ice Cream Assorted Cakes

Cheese Coffee

After the foregoing meun had been discussed, President Lang stood erect with gavel in hand, and within a moment the big banquet room was so quiet that one could hear a pin drop. Then in a few well-chosen words he introduced W. E. Wells as toastmaster.

Never before was a toastmaster of this association so warmly greeted as was Mr. Wells, and never before was he heard to such adavntage. Picking up the gavel which President Lang had laid before him. he said:

In the beginning, I want to confess that I have never before felt keyed up to quite such a supreme pitch. I confess a pleasure beyond words in presiding over this aggregation of trade boosters. You are such a well-behaved, well-groomed, superlatively intelligent and outrageously honest bunch of price-cutters—why, it is a thing of joy to stand here and just look you over. I can see the expression of calm content, of fatness and prosperity spread across this sea of beauteous acquaintances that convinces me that everyone of you has just wound up and filed away with old Father Time the best, the busiest and the juiciest year of your business history. I also see the expression of serene self-assurance, a calm contentment that bespeaks confidence reposing under each bosom; a confidence that you will make every

customer come across with the price and with the quantity. Boys, don't be deceived. I know what that feeling means. It is that same old, familiar January dream. It is that same old seductive optimism that inflicts all you crockery and glass trade boosters about this time every year. Say, boys, do you know what dreams like that really are? They are simply the flimsy fabric of an obsessed imagination. But these dreams, these visions—they are not supposed to be contagious, but this particular attack of salesmen's pipe dreams is violently catching. You can get the germ in five minutes' intercourse with any of these trade boosters around this tavern. That is, provided you have any imagination for that germ to work on, and provided, further, that you don't disinfect those gentlemen who talk about the other side. Even then you have got to be careful that you use the right kind of disinfectant.

There is nothing just like a little friendly party amongst ourselves; but I just want to say to you that Large and Overholt and King William and Wurzburger will never help an obsessed imagination, and that is the kind of stuff that these fellows hand to you around this hotel; and if I judge correctly, there are some imaginations around this board right now that are obsessed at the rate of a thousand revolutions a minute.



W. E. Wells.

Boys, when you get in this glorious frame of mind—when your line looks so good to you at the first of the year that you can conjure up mentally a picture of every customer making a noise like an order and every order a carload, and every carload a repeater—then is the time to gather together like this. Put your arms around each other in ecstatic conviviality. Then is the time to swear by all that is holy and good that you will never cut another price; that you will never knock; that you will never pad another expense account; that you will never, never stuff another order.

Eat, drink and be merry, but tell the truth to-night, for to-morrow you may lie.

I just want to explain to you in my poor, feeble way why you meet here in January. It's because your slate is clean, your conscience unsullied, your order-book a virgin, your hopes high, and your pipe a-working. When Groundhog Day on February 2 rolls around, this lovely dream has vanished. You drink alone and think unspeakable things. Old January—old double-faced January—for mine! There are those who will rave about the ineffable glories of the month of May. There are those who will tear passions to tatters in declaiming the tales of the lambkins and the ramkins, the green sequestered vale and the pleasant hillside with its verdure green. And those who profess to see a divine significance in the brilliant raiment of old Dame Nature. May and October are good enough in their ways. They both make beautiful pictures on calendar plates. But give me good old optimistic January. We are optimists all along the line in the good old month. The old man behind the desk at home can stretch his weary legs under the table and smoke up in the blissful consciousness that he has put one over on the boys for a few weeks at least. I don't know how long it will last, but far be it from me to puncture that iridescent dream.

Maybe I have digressed, because I only intended to give you a tip. You poor traveling salesmen, whose burdens are greater than all of the rest—all the rest of the management, all the rest of the organization—you traveling salesmen who carry all the load, and are solely responsible for all the success, all the dividends—you ambassadors of the trade who will never get your dues until the dividends are divided equally between you. I wanted to tip off to you an infallible maxim for getting all the business at the top prices. I wanted to give up to you a private recipe for the painless extraction of the orders that these buyers around here are supposed to have concealed about their persons; but I have decided to leave that to the other spellbinders—to the intellectual authorities that adorn this banquet table to-night—because I don't want to steal their thunder, and because I don't want to give away to the rest of you the secret of my phenomenal success.

But just this much:: I am not one of your January dreamers. I have no illusions. I never, never bubble, effervesce or slop over. I never boast nor exaggerate. But, under the rose, if there happens to be any buyer here present who may be looking for the one unimpeachable line of pottery, who will be satisfied with nothing less than the *ne plus ultra* of the potter's art, I will confidently put him next to the one source of supply. And, just between the lines, boys, the terms are one per cent. and packages *sunk*.

(Here the speaker mentioned the absence of Mayor William A. Magee, who was to be one of the speakers.)

We have always behaved as if we owned the keys of the city of Pittsburgh, and as if we were immune from arrest. We furnished this town with its implements of eating and drinking since away back in the halcyon days of the old Monongahela House, and the thing about Pittsburgh—the thing we forgive Pittsburgh for—is that it is the nation's greatest market for the implements of drinking.

Now, this program is made up of five names, three registered from Cleveland and two from Pittsburgh. Three-fifths from Cleveland represent about the comparative importance of those two cities—from a Cleveland viewpoint. Worse than that, it indicates the fine Italian hand of the president of this organization, the gentleman who is responsible for this program, and who hails from Cleveland. But I am not here to introduce Brother Lang, but the great big boss of Cleveland. He is the great big noise of that fine Ohio metropolis, which our boys all refer in bated breath as Kinneyville. When George Kinney took charge of the Cleveland Chamber of Commerce, which he to-day manages as its honorable president, he simply advanced along the line of a lifelong experience. George Kinney is an authority on chambers—of commerce. He has bought them and sold them in every size and shape and style since away back in the old days when our respected ancestors with blushing voices referred to them as "vessels." But George Kinney is an authority on many other things. Most of you don't know it, but George is one of the big men in our business in every sense of the word. He is big in body, big in mind, and big in heart. He has long held the respect of everyone in every way connected with the crockery and glass business in this country, and he deserves it. But George has one weakness. He is a willing worker, and for that reason they always say, "Let George do it!"



Banquet of the Western Glass and Pottery Association.

GEORGE W. KINNEY'S SPEECH.

I rise to-night with the sense that this symbol of happy-go-lucky irresponsibility has been given me in order, if possible, to turn a joke upon the speaker. And perhaps it is a joke, in that the unfortunate George and myself have the same name.

No doubt you will all notice the resemblance between the traditional pictures and the speaker now addressing you—the air of unfitness of him upon whose shoulders all the unwanted jobs have been placed; and you would be surprised to know the vast range of duties, pleasant and otherwise, which have been thrust upon this unfortunate individual. He has been variously requested to pull the chestnuts from the fire for the mouths that were hungry, but whose hands were unwilling; has been sent on impossible errands, and asked to solve impossible problems. He has even been asked to address an "intelligent audience."

My being requested by your president to say a few words to you this evening places me in about the same position as the man who, when offered a cocktail, said: "I do not care for the cherry, but I like the spirit in which it is given."

Speechmaking is not in my line; but I certainly take great pleasure in coming to Pittsburgh, and in seeing so many of my old friends, whom I have known and done business with for so many years.

My very first visit to Pittsburgh was to purchase glassware, and it was away back in 1875. Pittsburgh was a dingy, smoky city then. After I began coming here I noticed on every visit some marked improvements. Strange what influence one Cleveland man can have on Pittsburgh. I soon learned that before coming down here to buy goods I must not only sharpen my pencil, but sharpen my wits, for I knew what I was up against. I had nobody to help me. There was only one of me, but a score of your sharp, shrewd manufacturers whom I had to encounter; but I took a strong hold on the helm and sailed in.

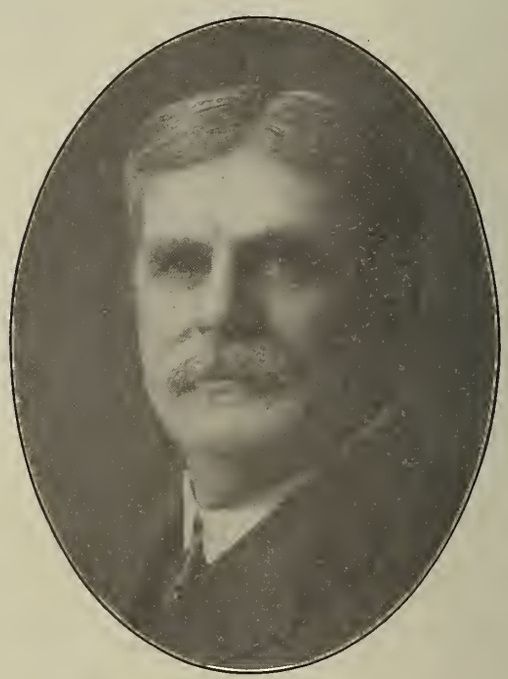
I felt about as the old darky woman did when the minister asked, in her marriage ceremony, "Nancy, will you take this man for your wedded husband, for better and for worse?" 'Hold on there, parson!" Nancy cried; "I will take him just as he is. If he gets any better the Lord will sure take him. If he gets any worse I will take care of him myself."

I had to take you as you were. I felt as Nancy did, for if anyone should have opened his heart and offered me anything *very* special I would feel sure the Lord had his eye on him, and had already placed an order for a pair of wings. But from my experience I don't think the wing factory was overworked.

But those were balmy days. When we used to pay 25 cents for third-pint tumblers and sell to the trade for 35 cents and 40 cents per dozen, and when we used to buy a carload of table glassware just as easily as we can now buy ten barrels, and when we used to make more profit on ten barrels than we can now make on a car load.

The manufacturers were also making good profits, although every time I asked for an extra five per cent. they would "throw a fit," and I could see the tears come to their eyes. I had my opinion as to their profits. However, I sized them up a good deal as the *garbage* man did when asked if a certain family were not very rich. He said: "I don't know how much money they have, but I know they have mighty swell swill." And the garbage men are not such bad fellows as you might think. A friend of mine told me the other day that the man who collects his garbage put the can on his shoulder to carry it down from the second story. As he struck the last step he fell, and the garbage completely covered him. My friend's little girl, who saw the accident, ran and told her mother all about it, and added: "The garbage man must be an awfully good man, for he did not get angry at all; he just lay there and talked to God for about five minutes."

Here I have been reminiscing instead of sticking to the subject assigned to me, which is "Let George do it!" To speak more plainly, "Let George carry the responsibility and do the work. Let *him* have the heartaches, the headaches and backaches, and let the other fellow sit back and criticise and follow the pursuits most agreeable to him, without a thought or a care as to what he owes to mankind, just so long as George will do it. If there is required of someone a sacrifice of time, of energy, or even money, to bring about a better condition of affairs in nation, state or community, how many men there are who sit back and say, "Oh, let George do it!" But there are men and *men*. Both classes by common consent are called men, but the man who is a *man* in the true sense of *manhood* is strong and brave, and feels the responsibility of caring for the weaker ones, and in seeing that justice is accorded those who either have not the disposition or the ability to look out for themselves. It is these brave, strong men who are responsible for making the wheels of progress spin, who stand by the helm in



GEO. W. KINNEY.

times of financial stress and steer the ship through the sea of uncertainty to the shore of confidence.

One cannot demonstrate one man's superiority by pointing out the faults of another. Commendation is far more effective than unfriendly criticism. But the man who says "Let George do it!" is not apt to have much ambition. Uncle Joe Cannon, when asked what chance a man with no ambition had in this world, replied, "No more chance than a tallow-legged dog has chasing an asbestos cat through hell." On the other hand, the man who says "Let me do it!" is the man whom the world recognizes as the captain of industry, the leader of things that are doing, and the man whom people learn to lean upon as their leader. His success in the world is a reward for earnest, thoughtful and self-sacrificing labor, depending upon himself rather than upon others.

This is the beginning of a new year. The remaining 360 days are before us, giving us a chance to make a new record for ourselves. Success or failure will soon be recorded for or against us—largely depending upon our own efforts. The places of the older ones will soon be giving way to the younger ones. Those who do not put forth their best efforts to truly and conscientiously do all their ability permits, but sit back and say, "Oh, let George do it!" need not complain when they see the other get the job, for the employer to-day is looking for men who do things.

We are all apt to give up too easily, and before we

have fully tested our strength. There was a heavily loaded train to be pulled up a steep grade over a hill. The engine made a feeble effort and gave it up, saying, "Let George do it!" One of those big, handsome mogul engines came along and was asked to pull up the train. It said, "Oh! that's too much of a load for me, 'Let George do it!'" and would not even make the attempt. Then came along one of those little switch engines, puffing and steaming, and it was asked to pull the load. It said, "That is a pretty big load for a little fellow like me, but I will try." So it backed up and hitched on, and got there.

You manufacturers are filling your mission in life manufacturing a commodity useful and needed in every household, and you salesmen are all filling your mission also, transferring this product from where it is plentiful to where it is needed, which is the law of commerce, so that you are not in the "Let-George-do-it" class. You are like the busy man who, when his boy asked him to take a ride on the merry-go-round, replied, "Son, when I take a ride I want to go somewhere."

You are going to have the pleasure of listening to Dr. Williams, of Cleveland, and before he finishes I know you will all feel sorry you do not live in Cleveland, so that you might have the opportunity of attending his church. The Doctor is quite a "rounder." He goes



Watson W. Lang.

the rounds among his parishioners very faithfully. One evening, recently, he went to dine in a home where there was a little lad of uncertain utterances. His mother told the lad the minister was coming for dinner, and that the only condition on which he could come to the dinner-table was that he should not speak a single word. This was agreed. It seems that in serving the meal the lad was entirely overlooked. After waiting as long as he could stand it, he broke his silence by asking Dr. Williams if boys who starved to death went to heaven. The minister replied, "Self-sacrifice is one of the virtues which entitles an entrance to heaven." The boy replied: "Well, I have listened to you for half an hour and with nothing to eat. Is that sacrifice enough, or must I further continue to listen?"

Some men consider it self-sacrifice to work with and for others. You gentlemen look like a body of men who are filled to overflowing with the feeling of fraternalism, good fellowship and anxiety to help each other, employer and employee alike. Each respecting the rights of others, and all working for one common cause of uplifting—building up rather, than tearing down—pulling together, rather than apart. Co-operation along lines of mutual interest has succeeded selfish isolation. The new creed is "all for one, one for all." Your interests are my interests.

The trend of the day is bringing employer and employee closer together, each trying to be fair with the other. Conscience is the big measuring stick that is solving the question of a fair division of profits between capital and labor. A man should feel conscience-stricken if he knows he is taking merchandise from a manufacturer or jobber without his getting fair returns.

The story goes that a buyer, years ago, called upon one of our merchants and purchased a medium-sized bill, and discounted the same in thirty days. The next year he called again, saying the goods had proven so satisfactory that he wanted to buy a much larger bill, but that he must inquire into their financial condition before placing the order, as he had taken in a partner, a retired minister, who had rather peculiar ideas of business. While this was a very unusual proceeding, the house took the customer to their bank and satisfied him that they had a large capital and were thoroughly responsible. So quite a large order was placed, and the goods promptly shipped. This bill was not discounted, but, on the contrary, in sixty days they failed, and finally settled for a very small percentage. Some two years later, while in the market, the manufacturer ran across the old customer, and after satisfying him that the old matter was cleared off the books and the incident closed, asked why it was that he asked them for references. The customer told him that, as he had explained, his partner was a retired minister and a very conscientious man and required him to get references because he did not want to stick them unless they were able to stand it.

To-day there is scarcely a city of any importance in the United States that has not an organization which might be called the "watchdog of the community," whose object is so broad as to entitle it to the sympathetic interest and active support not only of the business man, but of every good citizen who is interested in making it the best city in the Union in which to live, in which to do business, and in which to own property. Such an organization should be non-political, should represent no private interests, should have neither friends to reward nor enemies to punish. It should be the guide, the counsellor and friend of the whole people, and defend the rights of the whole community, irrespective of class or condition. You have in this city such an organization which exemplifies this new state of affairs. Your Chamber of Commerce is an active organization, doing great good for your city. From the results of the census just taken, I imagine its activities are not confined to work within your city limits, but includes Allegheny County as well.

Moses Cleveland heard your shouts and hurrahs when your splendid results were made public by the Census Commission, and we all felt proud that our sister city had so conscientiously observed the advice of our illustrious T. R., and wish to congratulate you that your county is made up of such a prolific class of citizens. I have heard that you people were so anxious to increase your population that they awarded prizes for one raising the largest family.

In Cleveland we, too, have an active organization, enrolling about 2,300 members. This organization is doing a vast amount of good for our city. As I have been introduced to you as president of that organization, I am sure you are expecting me to tell you something of what its ambitions are, and what it is accomplishing for us. While our organization is known as the Cleveland Chamber of Commerce, the name might (and properly, too) be changed to the Cleveland Chamber of Citizenship, for, in addition to matters pertaining to the commercial and industrial interests of our city, we have become a sort of clearing house for the citizens at large. We recognize the fact that capital will be invested in the city that offers the best facilities for the establishment of industries. (Incidentally, we believe that diversified industries protect a city from the periodical depressions which are sure to sweep over the country.) In whatever city industries prosper, the people of that city share in that prosperity. Our aim is therefore to provide the best possible facilities as the foundation on which to build a great commercial and industrial city.

But our efforts do not end here. We feel a keen sense

of responsibility for providing the best possible facilities for the comfort and well-being of our citizens. We have a Committee on Education, which makes a complete and comprehensive study of our entire school system. Their advice and criticism is a great power with the School Board. We have recently been instrumental in having built as part of our public school system a Commercial High and a Technical High School, where a boy and girl can now be equipped with a practical education and thus avoid the tedious necessity of serving an apprenticeship before beginning to be a breadwinner.

We have a Committee on Housing Conditions, which is doing grand work for humanity. We have secured legislation requiring all buildings inhabited by human beings to be equipped according to modern sanitary ideas.

Our Committee on Municipal Sanitation has secured for the city a rigid inspection of milk, water, meat, etc. This committee also personally inspects our public schools and public buildings, in order to use proper influence in securing protection against unsanitary conditions.

We have a Committee on Industrial Welfare, whose duty it is to study factory conditions and advise with our manufacturers as to how they can best provide their employees with better factory facilities, such things as proper ventilation, warm meals, rest places for girls, mutual benefit associations. Profit-sharing arrangements are also studied, and to some degree recommended by this committee.

This will give you an idea of a few of the things we are doing for our citizens at large.

For the commercial and industrial interests of our city, we have a Committee on City Finances, which makes a complete study of our entire financial condition. We are therefore in a position, when recommending the expenditure of money, to point out where this money is to come from.

We have committees who study other subjects, such as transportation, rivers and harbors improvements, taxation, smoke prevention, fire insurance rates, franchises, postal service, municipal courts, industrial development, etc.

We also have a Retail Merchants' Board and a Wholesale Merchants' Board, both of which are doing great work not only for their own interests, but for the interests of Cleveland.

I have thus hurriedly given you a slight idea of what men can do by co-operative work.

We find that the busiest men are the ones who are *most generous* with their time and thought in carrying on this work.

In introducing the Rev. George Frederick Williams, of Lakewood, O., Mr. Wells paid the minister a glowing tribute, and when he mentioned the subject on which he was designated to speak, "The peculiarities of the Crockery and Glass Salesmen," he said: "Dr. Williams, I caution you that you are about to venture where angels fear to tread; but, my dear sir, you have come here well recommended. George Kinney has given you a big boost, and I wish you luck! There are so many of us who have not heard a preacher's voice for so long that your efforts will prove a most pleasing novelty."

SPEECH OF REV. DR. WILLIAMS.

For a series of cold roasts, commend me to these gentlemen I have been listening to to-night. When your worthy toastmaster began this evening he looked directly at me, and mentioned a "chimerical hallucination." I was the one he had in mind. I want to prove to you that such, however, is not the case. George Kinney, my friend, because he was president of the Cleveland Chamber of Commerce, thought fit to associate me with some experiences that did not belong to me at all, and I can only say in defense that I am not George Kinney's minister, and, therefore, I have something to be thankful for.

Gentlemen, I know that I am from Cleveland, and roughly classed from Cleveland with these other men, but I want you to understand that even in Cleveland there are distinctions and differences. I come from Lakewood; and, lest you should misunderstand the importance and significance of residence in Lakewood, believe me when I tell you that it is the healthiest place, the most beautiful place, the most desirable place, that is known. So desirable is it that when residents of Lakewood are called to the beyond, which is exceedingly seldom, because of the healthful and salubrious surroundings, they have a special set of cages for them in the hereafter, and when they invite them into the cages they talk like this to them: "We do this with Lakewood people for a few days, because they always want to go back until they get accustomed to things here."

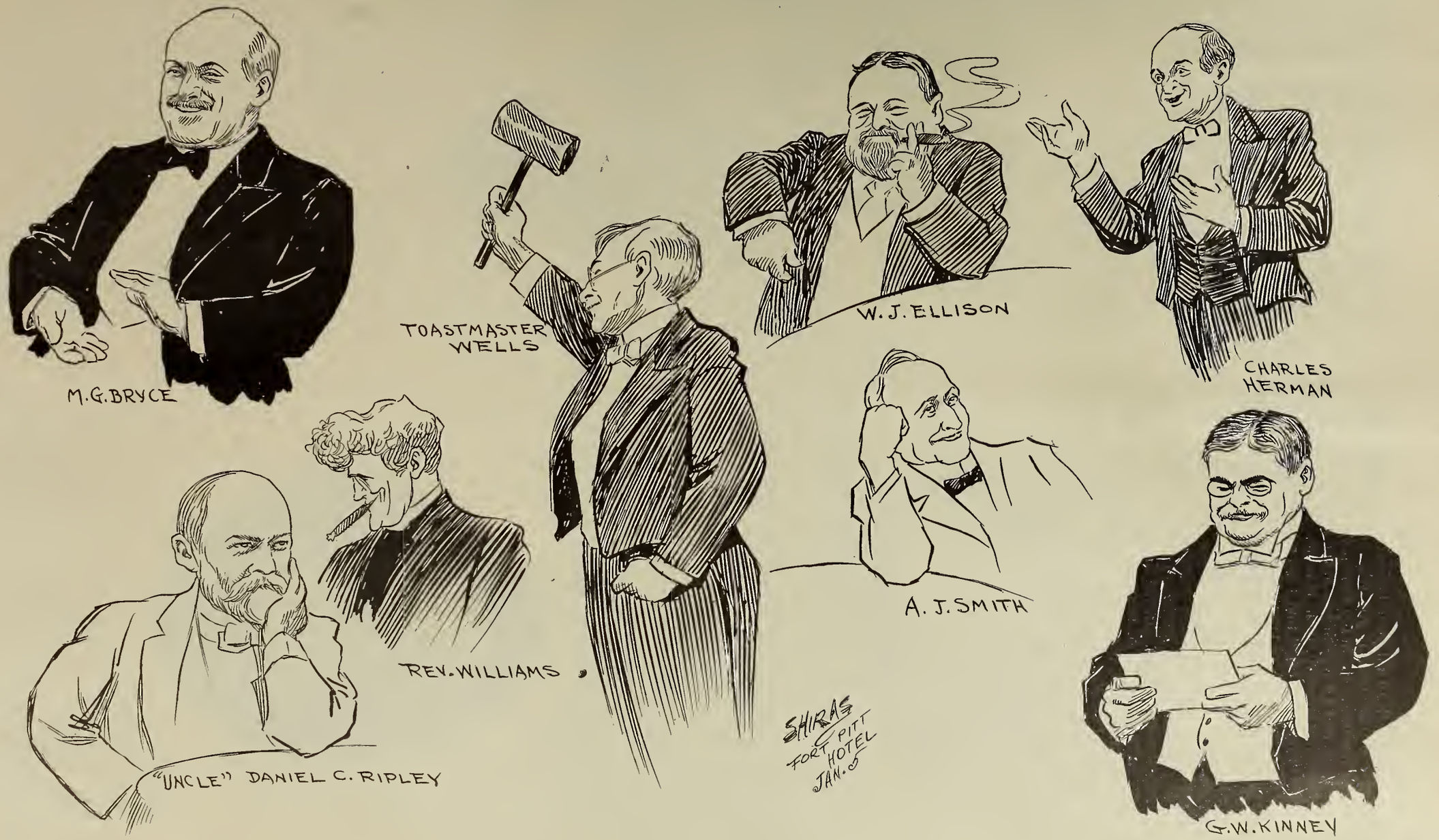


REV. G. W. WILLIAMS.

It was a great treat to me to-night to come to Pittsburgh. I have been prepared, from the reports I have read about Pittsburgh, to find all sorts of queer things and all sorts of queer people; but as I came in to-night the countenances of the people whom I saw seemed to me almost human. True, I could not see very clearly when I was outside, and it would be impolite on my part to tell you why. It might cast some reflection on your fair city; but I will say that I have heard that your slogan for the next ten years is "Watch our smoke!"

(Mr. Williams' speech was interspersed with numerous stories, which were uproariously received.)

I have something serious to say to you to-night. I am not going to preach a sermon, either. I know I am a layman in the things which you are expert in. But I want to ask you what it is that year after year sends you men out and gives you work to do, and keeps your factories running and keeps the stores supplying the goods which you make and they sell! What is it, gentlemen? Is it business? Yes, that is one way of looking at it. It is something more than that, gentlemen. It is the great spirit of progress. That which makes you say: "The things that were good enough for my ancestors and my forefathers are not good enough for me." That is the


M.G.BRYCE
TOASTMASTER WELLS
W.J.ELLISON
CHARLES HERMAN
REV.WILLIAMS
A.J.SMITH
"UNCLE" DANIEL C. RIPLEY
G.W.KINNEY
SHIRAS
FORT PITT HOTEL
JAN. 5

thing that is back of all your business, and, gentlemen, you may call it business if you will. From your standpoint it is business. From my standpoint it is the search for the ideal, and I am with you in the business.

Gentlemen, your work, then, is mine. I want you for a minute to-night to forget that I am a minister, and that I wear a clerical collar. I am a minister first, last and always. I am only prouder of one title than that, and that is that I have never forgotten what it was to be a man.

I have been asked to speak to you to-night on the peculiarities of the salesman. I do not know what they are, perhaps, from a positive standpoint; but I know what they should not be. Perhaps I might be able to tell you from that standpoint. In the first place, a salesman must not have the defect of being unexpected. He must not be abrupt, and not too cautious. He must be quick, and he must be sincere. You who are the best salesmen here to-night will tell me that one of the reasons you can sell is because when you say a thing about your goods your customer knows that it is so. I urge you men to observe the trait of sincerity, and my wish is that you go to it.

In introducing the next speaker, Lee S. Smith, Mr. Wells said that having heard from Cleveland they would like to listen to something about Pittsburgh and its Chamber of Commerce.

SPEECH OF LEE S. SMITH.

I notice by a watch lying on the table that these Cleveland people are running by Western time, although they are not always so slow, and they don't realize how late it is for me to make an address in behalf of so great a subject as the business industries of Pittsburgh. When I came here to-night I hardly knew what occasion I was coming into, as your committee scarcely explained to me. But as I was passing through the lobby I heard the conversation was pertaining to the glass industry, and I realized that I was among a lot of glass men; and when I heard somebody call out for the glass men to "fall in" I thought that was a phenomenon and that there might be a little trouble there.

One thing I learned to-night. Pittsburgh must have a reputation abroad greater even than we Pittsburghers have ever known before. I heard to-night about a man out in the East End who gave birth to thirteen children,



LEE S. SMITH.

and would have had fourteen only he was in Europe for a year.

With reference to the salesman question, there is too strong a tendency on the part of employees nowadays to pay too close attention to the clock. All they seem to worry about is quitting time and the regular payday. It is not this sort of co-operation on the part of the employee towards the employer that makes for success for the individual subordinate. To the men who exercise some individuality, and fear not for extra effort expended in the interest of their employer, comes the greatest measure of reward, and it is this sort of employee who usually advances to a partnership or an official position. There is, indeed, a scarcity of good salesmen, as there is of all other lines of faithful and diligent men. Real salesmen are most difficult to obtain, and a good one is an invaluable asset to any firm.

So I say to you gentlemen of the road, you ought to be some day called to the head of your concerns when they have passed away. Do not be afraid of earnest effort in behalf of your employer and your just reward will come in due course.

Mr. Wells then introduced Charles Herman, who, after telling a lot of humorous stories in his own inimitable manner, said:

I am proud to state that I am from Cleveland. I love Pittsburgh. I love Pittsburg because I have relatives here. I love Pittsburgh because it is a dirty town. I love it because I know when I leave Cleveland, the cleanest city in the United States, to come down to Pittsburgh I am going to see something different.

I have had a lot of experience with salesmen. I love them. I always try to treat a salesman like a human being. Gentlemen, this is no joke. I mean every word I say.

Boys, don't forget what Mr. Wells said to you. You are starting out on a new year, with new patterns, with new designs. But don't forget one thing: that while you are trying to induce men to buy your goods you are not the only potter in the world; that there are others. And don't forget that when a buyer turns you down there is a reason. You may not know what this reason is. The buyer does, and that it comes from the deep carpet up on the seventh floor.

Mr. Wells brought the banquet to a fitting close by a speech in which he displayed his aptitude as a toastmaster, winding up the affair in a thoroughly pleasing manner.

Those present were:

Cecil E. Taylor.
D. A. Taylor.
F. P. Sanders,
A. E. Orr,
R. A. Lang,
Robert Orr,
C. H. Lang,
Roy B. Brierly,
F. A. H. Lang,
C. J. Dela Croix,
W. H, Robinson,
C. W. Chatham,
Jacob Hartman,
Harry W. Smith,
Thomas J. Stevenson,
T. W. Craig,
Ernest Nickel,
Marion C. Bryce,
Frank E. Freese,
Nicholas Zocherelien,
W. C. Browne,
H. D. Wintringer,
T. A. McNichol,
J. M. Maror,
H. A. Keffer,
A. W. Corns,
C. Nick Muessig,
A. J. Bennett,
W. C. McCartney,
T. R. Creck,
Thomas H. Lohr,
F. W. Merry,
Thomas E. A. Dugan,
Andrew J. Smith,
Maurice A. Smythe,
Eddie G. Minnemeyer, Jr.,
P. E. Brady,
W. F. Ellisson,
E. E. Wilgus,
M. A. Vosburgh,
J. J. Young,
Wm. H. Meldon,
Wm. C. Lynch,
P. H. Cullis,
J. C. Deans,
H. F. Weber,
T. F. Harnack,
D. W. Loomis,
H. L. Dixon,
Daniel C. Ripley,
Harry R. Whitney,
Harry G. Willetts,
H. C. Tuttle,
P. H. Kelso,
Wm. J. Stuckert,
George Mortimer,
C. G. Cassel,
Louis Reizenstein,
G. S. Bryce,
Louis Fritz,
O. J. W. Higbee,
Frank L. Van Beman,
S. O. Paull,
T. Chalmers Duff,

Chas. N. L. Brudewold, E. W. Hughes,
Wm. J. Patterson, H. J. Wilcox,
Wm. J. N. Warner, R. G. West,
T. M. Schollenberger, Rev. Geo. F. Williams,
Ruby Simpers, W. W. Lang,
H. L. Brooks, W. E. Wells,
W. T. McNaugher, S. P. Kenny,
H. A. Ross, Lee S. Smith,
B. M. Griffith, J. G. Kaufmann,
E. B. Rambo, Geo. M. Jaques,
Harry Lewis, T. W. Morris,
Mr. Cullen, M. K. Zimerman,
Mr. Jenkins, A. Murphy,
Mr. Fisher, H. P. Knoblock,
Mr. Cassell, John W. Vodrey,
Mr. Butcher, Harper J. Ransburg,
Mr. Smith, Walter C. Winter,
Mr. Carling, W. F. Witherell,
M. Dailey, Samuel C. Cook,
Mr. Brennerman, Thomas A. Neely,
Mr. McAnulty, Grant E. Leonard,
Walter F. Jones, Mark J. Donaldson,
S. H. Sterling, James B. McHugh,
J. H. Johonnot, Walter G. Hinnemeyer,
William L. Gaston.



BANQUET NOTES.

Mr. Wells, as usual, was equal to the occasion. His wonderful command of language was the subject of much remark.

The "boys" were very attentive to the speakers and generous in their applaues.

If the Rev. Mr. Williams had a chance to preach to the "bunch" often he would undoubtedly make large acquisitions to his church.

P. H. Cullis, manager of the East Liverpool branch office of the Meyercord Co., decal manufacturers of Chicago, sang Bevan's "Kings of the Road" and Mattei's "'Tis Not True" finely, and was warmly applauded.

New York has "nothing on" Pittsburgh in the way of a banquet, The dinner was all right, was well served, and with the setting of the "English Room" compared favorably with New York's best.

Mr. Kinney received many congratulations on



his speech. He is a very popular man, and his efforts on this occasion strengthened old friendships and made new ones.

The music was good. The soloist had a fine tenor voice and sang well, and the choruses were strong and hearty.

Predictions were made that at the next banquet there would be double the number present.

TO OBVIATE STRIKES.

THE many strikes which have occurred in the cut glass industry during the past few months have caused much loss of business and great annoyance. Any means by which such strikes might be obviated will be gladly welcomed. W. Skinner & Son, Inc., Hammonton, N. J., have evolved a contract which seems to cover the matter conclusively and effectively. We publish it in full, together with a legal opinion as to its validity, for the benefit of both worker and manufacturer:

Form of Contract.

Agreement made this.....day of.....A. D. 1910, between.....of the Town of Hammonton, County of Atlantic and State of New Jersey, of the first part, and W. Skinner & Son, Inc., a corporation of the State of New Jersey, with office and factory in the Town of Hammonton, County of Atlantic, and State of New Jersey, of the second part.

Witnesseth: That the said....., party of the first part, agrees faithfully and diligently to serve the said W. Skinner & Son, Inc., in such a capacity as may be designated to him by the said W. Skinner &

Son, Inc., and in consideration of such services so to be performed the said W. Skinner & Son, Inc., agrees to pay the said.....weekly such sum of money as may hereafter be agreed to by the parties herein interested.

It is further agreed by the party of the first part that in consideration of the employment furnished the said W. Skinner & Son, Inc., shall deduct from each weekly wages the sum of fifty cents ($0.50) until such deduction shall amount to the sum of twenty-five ($25) dollars, after which no further deductions shall be made. The said sum of twenty-five ($25) dollars shall be held by the said W. Skinner & Son, Inc., during the life of this agreement and thirty (30) days thereafter, and shall be forfeited to the said W. Skinner & Son, Inc., in case of failure to perform any of the provisions, as liquidated damages and not as penalty. The party of the first part agrees not to cause, participate in or create a strike against the party of the second part during the life of this agreement and thirty (30) days thereafter, this being the principal cause of this agreement, in which both parties are mutually interested.

That the party of the first part further agrees to abide by the rules established, or may hereafter be established, by the party of the second part.

That this agreement may be terminated by either party giving to the other party twelve (12) working days' notice, in writing.

In witness whereof, the said parties have hereunto set their hands and seals the day and year first above written.

Signed, sealed and delivered in the presence of

.....

W. Skinner & Son, Inc., Hammonton, N. J.

Mr. Thomas Skinner, President.—Dear Sir: Your favor of the 24th inst., enclosing copy of a proposed agreement between your company and its employes, intending to guard against possible strikes or labor difficulties, is at hand.

I have examined the draft of agreement and am of the opinion that it is legal and proper.

Under supplement to an act entitled "An Act to secure to operatives in manufactories and other employes their wages," approved March 13, 1856, which said supplement was approved April 14, 1891 (P. L. 1891, page 404), it is provided, among other things, that it shall not be lawful for any corporation doing business in this State to require workmen, etc., in their employ to sign a written contract for said corporation to retain or keep back any part of their wages when due, under pretence of investing the same or establishing a fund for the relief or assistance of such workmen when sick or otherwise disabled. The second paragraph of the same act provides that it shall not be lawful for any corporation of this State to retain or keep back any part of such wages due their workmen without the free and voluntary consent of such workmen, under pretence of assisting, relieving or maintaining such employe when sick or otherwise disabled. Section 3 provides that all such deductions of the wages of the employe, without his free and voluntary consent, shall be adjudged by the courts of this State to be against public policy.

I am of the opinion that your form of agreement does not come within the provisions of the aforesaid act. I think, however, in order that there may be no doubt that the contract was signed by the employe as his free and voluntary act I would require him to acknowledge his signature before a Commissioner of Deeds. He should pay the commissioner's fee.

I have made a slight change in the form of agreement suggested, and enclose same herewith corrected.

Very truly yours,
DEAN S. RENWICK.

THE CONDITION OF BUSINESS.

New York. The buyers who have been here during the past week have been making their selections rather carefully, and while not ordering large amounts, are making reservation requests on patterns that strike their fancy. This is taken as an indication that the dealers are anticipating good business and will place orders when conditions are a little more favorable.

There is no doubt in the minds of the salesmen who have started out on their trips during the past week as to business. Enthusiasm is contagious, and they will doubtless be heard from in no uncertain manner before very long.

Information from those who are in close touch with the situation is to the effect that stocks throughout the country are extremely light, and the prediction is freely made that buying will start with a rush.

Retail trade has not been particularly good, and is not expected to be so soon after the holiday purchasing.

Trenton. Stock-taking has been completed, plants have been put in shape, and everything is now in readiness for the handling of business. The manufacturers say that enough orders are already on hand to warrant the running of their respective plants at capacity, and all, without exception, are greatly pleased with the outlook.

Pittsburgh and Vicinity. Business is opening up this year in a most satisfactory manner with the glass manufacturers. The character of the lines is far in advance of those shown a year ago. It appears each year as if the limit had been reached, but still the new season always brings forth something in advance of previous offerings. The pressed lines are exceptionally brilliant, cuttings are neater, and the etched ware more tasteful.

East Liverpool and Vicinity. Pottery manufacturers are starting the new year happily. All plants are working, some in full, while others did not resume in the clay departments until last week. There has been a goodly number of buyers in the district and the salesmen are very busy. The first quarter of the new year gives promise of producing more business than was booked during the same period of 1910.

AT BOSTON.

CONSIDERABLE praise has been given the JOURNAL by the Boston coterie for the support of their slogan, "Buy at Boston!" The tremendous growth of the West can be traced to the residents' desire to further home institutions, and the New England trade should unite in declaring themselves in like manner.

John P. O'Brien, manufacturers' agent, Haverhill, Mass., was following the order trail here on Monday.

M. A. Fuller, traveling from the Boston office of the Tajimi Co., leaves for a three months' trip through Maine, New Hampshire and Vermont. W. M. Pingree also leaves in a few days for a similar trip through New England and New York State.

Maurice Cairo, with Mitchell, Woodbury Co., is taking in the sights at Pittsburgh.

Frederick E. Proctor, of the Jones, McDuffee & Stratton Co., accompanied by Walter C. Flanders, of the glass department, are looking over the Pittsburgh lines this week.

By the time this reaches the trade John J. Curry will have sailed from San Francisco to Japan on his buying trip 'round the world.

Harry B. Hollis, representing the Cambridge (O.) Glass Co. has received his samples of their new lines.

W. L. Bush has given up the representation of the Economy Tumbler Co. and is planning to start a tumbler factory with a well-known glass man.

Buyers in town recently included A St Louis, with the James Edgar Co, Brockton, Mass; Geo D Thibodeau, with R A McWhirr Co, New Bedford, and Frank Dunmore, with the Shepard Co, Providence, R I.

New samples are being received from the United States Glass Co., and Murt S. Wallace is planning an energetic sales campaign for 1911.

Miss May G. Goodwin is the buyer of cut glass at the R. H. White Co., succeeding Eddie Hamblin. She expects to visit the New York district next week; also some of the New York and Pennsylvania factories.

The Boston Sample Rooms are now comfortably settled in their new location over the Essex street Post Office. Commenting on their facilities for displaying glass and crockery lines, H. W Upton, manager, says: "Every room has plenty of light; packing and unpacking arrangements are superb; our location is handy, and prices the lowest. We have several fine rooms for $1.50 per day, with larger rooms at pro-rata rate. Time for Saturday afternoons, Sundays and holidays is deducted, and we can accommodate any sized line if reserved."

H. J. Smith, with Cox & Lafferty, New York, is expected in Boston next week.

John J. Reed has engaged new quarters at 220 Devonshire street, where he will be in better position to display his new accounts. The Ripley Glass Co. and two potteries have been added to his lines.

Wm. R. Claflin, the cut glass man, will embark for the wilds of Connecticut next week, where he will distribute those famous gold-tipped cigarettes.

Geo. W. Beals leaves the last of the week on his yearly Southern trip. He will be away a month, and will visit New York, Philadelphia, Baltimore, Washington, and other important cities as far south as Houston, Texas.

James J. Hanning, crockery buyer for the Jordan Marsh Co., expects to leave next week for his European buying tour.

Henry T. Edwards, on the Boston end of the Fostoria Glass Co., has received several new samples of Colonial pressed tableware that he says are the finest he has ever handled.

Edward Miller & Co.'s local office has received part of their new line of lighting fixtures.

BUSINESS BRIEFS.

The Savitzky & Golomb Co. manufacturers of gas and electric fixtures at 134-138 Mott street, this city, has filed a petition in bankruptcy with liabilities $13,498 and nominal assets $17,077, consisting of stock $3,600; machinery, $7,900, accounts $5,577. Porter Steele has been appointed receiver.

The Jewel Cut Glass Co., Newark, N. J., is adding fifteen frames to its equipment and will place them in operation next week.

Fire in Johnson City, Tenn., January 5, destroyed Braswell's department store; loss $12,000.

A petition in bankruptcy has been filed against Marie Herschman, dealer in toys at 24 East Twenty-fifth street. Liabilities $9,000; assets, $4,000.

The Union Gas Fixture Co. and the Britannia Art Glass Co., 383 West Broadway, this city, suffered losses by fire Friday, January 6.

The Banner China Co.'s store, Beaumont, Tex. was burned with a loss of $2,000 January 2.

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

Published Every Thursday

BY

WHITTEMORE & JAQUES, Inc.,

92 West Broadway, New York.

EDITORIAL ROOMS, TEL. 5092 BARCLAY. MECHANICAL DEPT., TEL. 5086 BARCLAY.

SUBSCRIPTION RATES, INVARIABLY IN ADVANCE:

United States	$2.00
Canada	3.00
All other foreign countries in the postal union	4.50
Single copies	.10

In remitting subscriptions please send Postal Money Order.

Make all checks and drafts payable to Whittemore & Jaques, Inc. Out-of-town checks should bear the words "With New York Exchange"

Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrcarage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, JAN. 12, 1911.

RETAIL SALESMANSHIP.

THE science of retail salesmanship is becoming more important than ever in the eyes of the retail merchant. For a long period, salesmen were merely clerks to fill the wants of customers. Where a clerk was obliging and knew the stock and prices well enough to hand the customer what was called for, the employer was satisfied. This condition has undergone a complete change, and the science of salesmanship is preached everywhere. This is especially noticeable in the crockery and glass trade.

It is a mistake to handle every customer alike. Individual characteristics should be mentally analyzed and taken into consideration when talking to a customer. Certain points that appeal strongly to one class of people would fail if relied upon in every case.

The retail salesman who studies the selling points of his goods is in the best position to enumerate their most tempting features after he has decided what would be most likely to impress his customer.

People are tired of being merely told the price when entering a retail store. They want the story of the goods, their value, and every interesting feature in connection with them. It does not make much difference what merchandise is being sold. The china and glass field offers a particularly good opportunity to interest the customer in goods, because it is brimful of interesting points.

When the retail salesman sells a tea set or a dozen cups to the customer who merely wanted a saucer to match an old set, he is begining to really earn his weekly stipend, and is paving the way to promotion in the best possible manner.

PERSONAL.

A LONG-DISTANCE telephone call summoned David C. Jenkins from Pittsburgh to Kokomo, Ind., on Saturday, January 7, because of the death of his uncle, Thomas Jenkins. The incident calls attention to the fact that the there are four generations of the family now living. David Jenkins, aged eighty-two, is still actively engaged in the trade, superintending a part of the factory at Kokomo. David G., his son, is principal owner of the plant, and besides being State Senator is interested in a packing box factory and is erecting a paper box factory. David Addison Jenkins, his son, is associated with him in these enterprises, and a few months ago David Francis Jenkins, son of David Addison, came into the world.

⚜

Charles Herman retires from the Bailey Co., Cleveland, February 1, in consequence of Geo. Walther taking over the firm's china and housefurnishing departments. Mr. Walther formerly conducted a china store in Cleveland, but the building in which he was located was sold and he had to vacate. Not finding a suitable store, he negotiated for and secured the Bailey department. Mr. Herman proposes spending a month in Bermuda, and will then endeavor to find a position in New York.

⚜

W. H. Arden opened at the Palmer House, Chicago, January 11 with samples of the Shenango hotel ware. He will be there ten days.

⚜

Alfred B. Evans and Norman C. Walker, with Meakin & Ridgway, started last Saturday to cover their respective territories.

⚜

H. E. MacKenzie departed for the New England territory last Monday with the new samples of the Geo. H. Bowman Co.

⚜

August J. Haar, formerly with Otto Thurnauer, is now with the Art China Import Co. in the capacity of salesman.

⚜

R. Conde, buyer for J. Olliveri & Co., Mexico City, sailed for Havre last Thursday after spending a week in the District.

⚜

Frank P. Woomer has signed with the French China Co., Sebring, O. to cover Pennsylvania, New York and New England. Last year he sold the lines

of the Flower City Cut Glass Co. and the Wm. Brunt Pottery Co.

⚜

S. E. Steininger, of Frank & DeKeyser, is making a short trip South this week. Albert Rothschild, with the same firm, started out last week to begin at Trenton and work west to Chicago.

⚜

Wm. M. Oddie, manager of the sales promotion department of the Geo. H. Bowman Co., was in the District for a few days last week before going to Pittsburgh. He returns here shortly to prepare the "White House" for the import season. E. J. Vigneron, manager of the wholesale toy department, came to New York with Mr. Oddie.

⚜

F. E. McEntoffer, who covers Indiana for the Geo. H. Bowman Co., left Cleveland last week to make his regular calls. Mac has been whooping it up lately, and his colleagues attribute his increased business to the partner he took in about two months ago and "endowed with all his wordly goods."

⚜

C. M. Dillman, salesman for the United Cut Glass Co., is making his first Western trip, which will end at Kansas City.

⚜

J. H. Johonnot has become a stockholder in the Sterling Cut Glass Co., Cincinnati, and has been made factory manager and also manager of the sales department. Clarence Lohr, president of the company, will make the Coast trip this spring, leaving January 15, in place of Joseph Phillips, who has severed his connection with the concern.

⚜

In congratulating the JOURNAL upon the excellence of its Holiday Number, Oscar C. Helm, who covers the Middle West for the Ira A. Jones Co., Chicago, writes that an item in our last week's issue referring to his "family" was somewhat exaggerated, as he is a "very" single man.

⚜

Wm. M. Warrin, the pottery and glass agent, returned to his home office Monday from a tour of his factories, during which he looked in on the Pittsburgh gathering.

⚜

Frank S. Warren returned last week from a visit to the Royal Worcester Works in England, and will remain in charge of the Maddock & Miller display during the import season.

⚜

J. Warner, of C. B. & J. Warner, has just returned from looking over the new samples of the Niagara Cut Glass Co. at Buffalo.

⚜

William G. Gaylord, proprietor of the Enterprise Cut Glass Co., arrived in town early this week, and will show at the Marlborough about the end of the month.

Harry Seixas, with Edward Boote, left Tuesday for the West. He is scheduled to return in time for the import season.

⚜

C. D. Vail, with Stewart & Crocker, will start in a few days to cover his New England territory. He will be gone about three weeks.

⚜

Geo. H. Woodworth, New York agent for S. A. Weller, returned to his office Monday after a visit of three weeks to the Zanesville, O., factory.

⚜

Andrew Mitchell, president, and Geo. F. Schiessler superintendent of the Pioneer Cut Glass Co. have been in the District this week arranging for the year's business with A. R. Marryatt, the New York agent.

⚜

J. W. Fenton, president of the Millersburg (O.) Glass Co., was in the District last week visiting Paul Joseph, his New York representative.

⚜

Angus P. McPherson, former manager of the New York office of the Geo. H. Bowman Co., and later with the Chicago branch, has resigned to accept the position of premium buyer for the tea and coffee firm of E. N. Manning Co., Chicago.

⚜

A. Schnagel, china and glass buyer for the Simpson-Crawford Co., is in Pittsburgh this week taking in the big show.

⚜

Frank H. Kamak, who was formerly in the retail business at Derby, Conn., and latterly buyer for J. J. Diskon, Paterson, N. J., has embarked in business for himself again at Stamford, Conn.

⚜

William Keyes left for Chicago on Saturday in the interest of John Bing. He is expected to be away about six weeks, and intends locating at the Palmer House.

⚜

J. C. Fisher and Theo. Kreuger, with Fondeville & Van Iderstine, are away on short trips with the new samples. The former is scheduled to cover the New England territory, while the latter will gather orders in Philadelphia, Baltimore and Washington. They will be back about the first of February to take care of the regular import business.

⚜

Louis F. Hinman, New York manager for Theo. Haviland & Co., returned to his office Monday, having fully recovered from his recent serious illness.

⚜

L. B. Robbins, with the French China Co., is scheduled to leave Saturday for Connecticut on an order-taking expedition.

⚜

Mr. Forbes, of Faulkner & Forbes, who returned last week from his holiday visit in St. Louis, is out on the road again.

Ernest Wolf arrived from Hamburg Tuesday on the Bluecher. He has been abroad since last October buying cut glass specialties for the Geo. H. Bowman Co.

⚜

John E. Plummer has resigned from the traveling staff of the J. Pouyat Co. to accept a position with Geo. Borgfeldt & Co.

⚜

Fred W. Sinclair, with Geo. F. Bassett & Co., left Tuesday night for Chicago and the adjacent territory formerly covered by P. H. Geoghegan.

IN TOWN.

Abbreviations—c, crockery; g, glass: hf, housefurnishing; l, lamps; t, toys; s, silverware.

THE following buyers have reported in town since our last issue:

S V Silverthorne, t, s, with B Nugent & Bros D G Co, St Louis. 31 Union square.

A P Thorne, with Carson, Pirie, Scott & Co, t, Chicago. 115 Worth.

Mr Herz, with Mandel Bros, s, Chicago. 450 Broome.

W L Ledger, with Brown, Thomson & Co, hf, Hartford, Conn. 2 Walker.

J H Gentles, of Penny & Gentles, t, St Louis. Hoffman.

J J Hanning, with the Jordan-Marsh Co, c, g, Boston. 31 Union square.

F J Stanley, with Porteous & Mitchell, hf, t, Norwich, Conn. 55 White.

A C Hislop, with Porteous, Mitchell & Braun Co, hf, Portland, Me. 55 White.

J C Gardiner, with Carson, Pirie, Scott & Co, s, Chicago. 115 Worth.

F A Smith, with A G Pollard & Co's, Lowell, Mass. Flanders.

S D Stoll, hf, Chicago. Wellington.

A D Wilhelm, with H A Meldrum Co, hf, c, t, Buffalo. 438 Broadway.

J L Kesner, with Siegel-Cooper Co, t, Chicago. 6th avenue and 20th street.

A R Willauer, with Wm Laubach & Son, hf, Pa. 295 Broadway.

A S Heller, with A Lisner, t, s, Washington. Hermitage.

OPENING OF THE BING SALESROOMS.

THE official opening of the salesrooms of John Bing, at 381 Fourth avenue, this city, took place on the 7th. The salesrooms occupy the entire third loft of the building, are extremely light and airy, and comprises 13,500 square feet. The principal point of interest, of course, was the enormous display of toys of every description, dolls and housefurnishings. The toy display is remarkable in the way of mechanical trains. Perfect models of American railway carriages, freight cars, engines, etc., are to be seen, and the intricate system of tracks, fitted with blocks, signals and every other accessory shows the hand of an inventive genius. The display of dolls, when completed, will probably be second to none in this country. In housefurnishings also the showing is very comprehensive.

After escorting his guests through the showrooms Mr. Bing was host at a very pleasant luncheon which he tendered to the representatives of the trade present.

AT CHICAGO.

Though hustling for orders has not fairly begun yet, S. C. Bailey, city salesman for the Federal Glass Co, says that the season is starting off in great shape.

To give better display facilities for the new Wilkinson line of lamps, Ira A. Jones & Co. will remodel their salesrooms so as to give a whole department to lamps and glassware.

Though it will hardly be ready for full operation before about the middle of January, the Chicago branch of Louis Wolf & Co., of Boston and New York, has about finished moving from the old quarters at 194 Fifth avenue into the much larger place at 230–6 Adams street, where it has nearly three times as much floor space as at the former location. Though the paint is barely dry on the walls, J. H. Diehl, city salesman, has already opened for business with a very nice display.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

TO	Shipments week end'g Dec. 28 '10	Corresponding period 1909	Exports Jan. 1 to Dec. 28,'10	Corresponding period 1909
Boston	50	258	7387	6224
New York	433	292	9101	6864
Baltimore	318	288	13582	17070
Philadelphia	116	155	5470	3959
New Orleans	....	110	2250	2387
Newport News	52	....	256	1201
San Francisco	....	....	93	250
Portland (Me.)	55	97	1213	2046
Galveston	61	3	1460	1459
Portland (Or.)	....	....	25	95
Inland Points	66	63	1888	1325
Total	1101	1266	42725	42880

From the Freight and Shipping Circular of John Edwards & Co Liverpool.

TO	Shipments week end'g Dec 21,'10	Corresponding period 1909	Exports Jan 1 to Dec. 21,'10	Corresponding period 1909
New York	216	221	9776	8183
Boston	....	87	7085	5816
Philadelphia	50	240	5641	4314
Baltimore	190	228	16224	17671
San Francisco	....		244	207
New Orleans		124	2251	2386
Portland (Me.)	55	....	2127	1966
Galveston	2	....	1533	1413
Newport News	7	....	978	1201
Portland (Or.)	...	....	55	55
Inland Points	66	59	1384	1426
Total	586	959	47298	45348



Around the New York District.

Herman C. Kupper is making a grand display of new samples of Ahrenfeldt china. The large number of new decors on the medium and best grades will be a revelation to the visiting buyer. While it seemed impossible to improve on last year's showing, yet the new display certainly does exceed former ones in artistic merit, variety, and originality. To the connoisseur the new decors will appeal strongly because of these traits, and the finish of the entire line is beyond criticism.

Hugo H. Freudenfels, of the Art China Import Co., expects to have four new factory lines on display at his warerooms at the end of January which he says will surpass anything he has heretofore shown.

An advance view of the new glassware line of A. Gredelue reveals much of interest to the buyer. It is particularly strong in fancy original cuttings.

C. Clauson-Kaas, who arrived here from Copenhagen on Sunday, announces that O. Broennum, of that city, will be here shortly to take charge of the Royal Copenhagen Porcelain Co.'s interests in this country hereafter. Mr. Kaas has sold the agency at a good figure, and will probably identify himself with some other line in the near future.

Thos. G. Jones, representative of the McKee Glass Co. at 25 West Broadway, has fully recovered from the visit paid early this week by the interior decorators.

O. Lindemann & Co. have issued their 1911 catalogue of japanned, brass and tinned wire bird cages, including descriptions, prices, etc., of their extensive line of sundries. The book contains over fifty pages and is full of illustrations of their various styles of bird containers, with the prices listed under each cut in a very clear and understandable fashion. The firm states the following in the preface: "Realizing the fact that the best goods are the cheapest in the end, it is not so much a question with us how cheap, but how perfect our cages can be made."

Cox & Lafferty have received from the Imperial Glass Co. new goods in "Azur" and "Helios" colored glass. This ware, which shows big value for the money, was gotten up with the idea of creating a demand for useful and beautiful articles at popular prices. The Seneca Glass Co. call special attention to the necessity of placing orders early to assure prompt shipment. Their line covers so many different designs that it is not possible to keep stock ahead, and most of them are made to order. This requires time, and the buyer who places orders early is the one who gets the best attention.

Bohemian cut glass novelties have been arriving in large quantities the past two weeks at Frank & DeKeyser's headquarters on Park place. The items embraced are open-end shaker salts, oil cruets, knife-rests, mustards, decanters, etc. The house is carrying in stock a large line of china, glass and house-furnishings, and is showing additional samples for import.

W. H. Stockdale, agent for the Roseville Pottery Co. at 30 Park place, was marking time Monday and Tuesday while the kalsominers and paper-hangers had his choice collection of samples hidden under a great white waste. The ceiling now looks down with a clean face, and the walls are rejoicing in new green dresses that harmonize appropriately with the display.

T. W. Hamilton has been appointed New York representative for the Buffalo Cut Glass Co.

AT PITTSBURGH.

Frank Lawrence, of the Fostoria Glass Co., Moundsville, W. Va., is not exhibiting the line this year in Pittsburgh. He visited the district last week, and then left for the home office to get ready to start on the road.

George Pugh, formerly with the Wellington Glass Co., and a resident of Quaker Valley, Pa., has been spending a few days with the boys at the Ft. Pitt.

Fred J. Classen, sales manager for the Quaker City Cut Glass Co., announces the closing of the Chicago office at 169 Wabash ave., which was in charge of George Milligan.

C. H. Blumenauer, of the Jefferson Glass Co., is dividing his time between the factory and the Pittsburgh exhibit.

Contrary to expectations, the lines of the Rochester Tumbler Co. are not being shown at the Ft. Pitt this season.

Quig Hamilton, of the Tarentum Glass Co., has received a letter from "Uncle" Joe Harris, who is at Belle Air, Md., telling of recovery from his illness of last spring and summer, and that he has regained his old-time vigor. He is expected to visit the district this month A hearty welcome awaits him.

The following have been nominated for officers of the Western Glass and Pottery Association; president, W W Lang and Nicholas Kopp; first vice-president, H L Dixon and Frank I Simmers; second vice-president, William J Patterson and Silas Ichenhauser; secretary, J G Kauffman and Harry A Ross; directors, M G Bryce, H C Tuttle, George Thompson and Addison Thompson.

OBITUARY.

MANY of the older people connected with the glass business will be sorry to learn of the death of Henry Hemple, until two years ago manager of Factory E of the United States Glass Co. He had been in the glass business fifty years, being first identified with the old O'Hara Glass Co. He was with the U. S. Glass Co. for thirty years.

Thomas Jenkins dropped dead at Kokomo, Ind., Saturday, January 7, at noon, aged seventy-five. He belonged to a family identified with the glass trade for many years, and was one of the pioneers of the industry in Pittsburgh. Mr. Jenkins was born in Wales and came with his family to Pittsburgh when he was three years old. At the age of ten he went to work for Bakewell, Pears & Co. This was before the days of mechanical appliances in the glass trade, and he became an adept in his calling. Graduating from his apprenticeship, he went with Bryce Bros., Pittsburgh, and later worked for Challinor, Taylor & Co. at Tarentum. When his nephew, David C. Jenkins, started a factory at Greentown, Pa., he went with him, following to Findlay, O., and then to Kokomo, Ind.

John J. Gavigan, until a year ago superintendent of the Bellmark Pottery, Trenton, N. J., died on Sunday morning after a lengthy illness. Mr. Gavigan was one of the oldest potters in the country. He learned his trade in the famous potteries at Belleek, Ireland. When a young man he came to the United States, and twenty-six years ago secured a position in the old Delaware pottery, then controlled by the Oliphants, who afterward took over the Bellmark pottery.

Joseph Sutton, Sr., one of the oldest potters in Trenton, died on Sunday after an illness of several weeks. Mr. Sutton was sixty-two years of age and had been employed by the Diamond Porcelain Co. for over forty years.

Thomas Parish, one of the old-timers in the trade, died after a short illness at his home in Newark, N. J., Saturday last. He was born in Dudley, England, in 1839 and came to America in 1862. He first settled in Boston, and later came to New York and went with Henry Russell & Co. He remained with them until 1882, when he went into business as one of the firm of Cox, Parish & Unger. He retired in 1901, Cox and Unger having previously died.

Arthur Freund died in the German Hospital, this city, January 5, aged forty-seven. The deceased was a genius in the china decorating field, and was for ten years in charge of that department for L. Straus & Sons. In 1895 he entered into partnership with Paul Joseph. This was dissolved a year later, and Mr. Freund ran the decorating plant for Levy, Dreyfus & Co., in Jersey City, until that firm failed, when he engaged with L. Barth & Son. At the time of his death he was employed by L. W. Levy & Co., importers of bric-a-brac.

Edwin Haviland, until his retirement a few years ago the American agent for Haviland china, died Tuesday at his home in Plainfield, N. J., aged seventy-eight.

CLAFLIN BUYS ST. LOUIS STORE.

H. B. CLAFLIN & CO., this city, have purchased the big department store of Scruggs, Vandervoort & Barney, St. Louis. G. W. Walker, of the Ely & Walker dry goods store, St. Louis, acting for the Claflin Co., is reported to have bought practically all of the $2,500,000 common stock and a majority of the first and second preferred. Delivery of the control was made in New York Tuesday by Mr. Walker.



East Liverpool and Vicinity.

While the proposition to spend probably $50,000,000 in the construction of the Lake Erie and Ohio River ship canal is one of the greatest importance to the glass and pottery manufacturers in the Western Pennsylvania and Eastern Ohio districts, to buyers of these products throughout the West and South the scheme is of still greater moment. The canalization of the Ohio river is progressing rapidly, and within a few years Southern buyers of domestic pottery will be enabled to save thousands of dollars annually on freight transportation charges. Harry W. Smith, manager of the Western office of the Roessler & Hasslacher Chemical Co., has been appointed a member of the Lake Erie and Ohio River Canal commission to represent this district, the first meeting of the commission being held in the assembly room of the new Henry W. Oliver Building, Pittsburgh, last Saturday. Charles A. Smith, of the Taylor, Smith & Taylor Co., Chester, W. Va., and Harry D. Wintringer, president of the Steubenville (O.) Pottery Co., are members of the commission from the upper Ohio Valley district.

* *

Charles S. Yeagle, who formerly represented the A. Radford Pottery Co. in the New England and a part of the Pennsylvania territory, has severed his connection with that concern.

* *

Buyers registered in this district since the last issue of the JOURNAL and up to this writing were: F C Dixon, Chanute, Kan.; W B Montgomery, of Kinnier & Montgomery, Lynchburg, Va.; E J Purinton, Dover, N H.; W C Newland, Oklahoma; Benj Banner, of the Banner China Co, Beaumont, Tex.; James T. Sturgeon, with James W. Ramsey Co, Baltimore; K K Denneston, Lexington, Ky.; W C Winter, of Smith & Winter, Lock Haven, Pa.; I Leopold, with J Leopold & Co, Baltimore; C C Cullen, of the Cullen Co, Knoxville, Tenn.; H P McGregor, Wheeling; J T Rivcley, Altoona, Pa; Robert N Caird, with Sweeny & Co, Buffalo; William K Cotterell, with C K Whitner Co, Reading, Pa: Leon Neubrik, with Crowley, Millner & Co, Detroit; Mr Brown, Syndicate Trading Co, New York; August Broll, with C B Rouss, New York; Phillip C Schaffer with Adams, Meldrum & Anderson, Buffalo; W V McMillen, Schenectady, N Y; G V Bruorton, with Denholm & McKay Co, Worcester, Mass; F L Sturtevant, with Forbes & Wallace, Springfield, Mass; W D Sanford, with Peters Drygoods Co, Indianapolis; H E Kline, A J Kline and Mr Calm, with D P S Co, Lancaster, Harrisburg and Reading, Pa; Walter E Goodman, with M O'Neil Co, Akron, O.

* *

Among the salesmen who came here last week to arrange samples for their spring trips were the following: H G Mills, with the Homer Laughlin China Co; William Cox, with the Vodrey Pottery Co; Cecil E Taylor and George Davis, with Taylor, Smith & Taylor Co.; W J Owen, with the Potters' Co-Operative Co; W L Young, with the Smith-Phillips China Co; W F Witherell and S C Cook, with the Edwin M Knowles China Co.

*

George W. Thompson, of the Thompson Pottery Co., announces his candidacy for Congressional honors on the Republican ticket for the Eighteenth Ohio District at the next primary election. This is the old "McKinley district."

* *

The Warwick China Co., Wheeling, W. Va., has an exhibit at the New Thompson House in charge of George Heisler. Many new treatments on the Sterling shape and a lot of specialties are being shown.

* *

William Cook, formerly manufacturing superintendent of the Knowles, Taylor & Knowles Co, and who resigned recently, assumes management of plants Nos. 1 and 2 of the Standard Pottery Co. on Monday next.

* *

Samuel C. Cook, Western representative of the Edwin M. Knowles China Co., had a tough trip coming East. His train was seven hours late at Chicago because of the blizzard. Things improved a little after that, however, and he arrived at the home office only a couple of hours behind his schedule.

Harold H. Knowles has been advanced to the position of assistant general manager of the plants of the Knowles, Taylor & Knowles Co., assisting Thomas Anderson, general manager of both the Edwin M. Knowles and the K. T & K. potteries.

* *

Sebring, O. It is rumored that the French China Co. has purchased the Oliver pottery from the Sebring Estate. The French China Co. has lately added five new kilns to its factory, making a total of eighteen now in operation. The plant has been running day and night for some time.

Trenton. All the local potteries are in full operation again. Salesmen are starting out with new shapes and decorations galore, and expect to land big business.

* *

Two special committees from the operatives and one from the master potters will shortly hold a meeting to adjust the list on certain wares.

* *

Operatives in the Delaware Pottery last week contributed $25 to the Mercer Hospital.

* *

The pottery of William Morris and the plant of the Electrolytic Art Metal Co. adjoining were badly damaged by fire last Thursday night. The loss on the former will be at least $20,000, the building, stock and machinery being practically destroyed. The damage to the Art plant was mostly to the stock, and is estimated at $15,000. The loss is only partly covered by insurance.

* *

Stephen E. Meagher, formerly treasurer of the Acme Pottery Co., left this city a few days ago for Kokomo, Ind., where he will associate himself with a pottery firm.

CROCKERY BOARD'S ANNUAL MEETING.

THE regular annual meeting and election of the Crockery Board of Trade of New York was held Wednesday afternoon at the Hardware Club, with fifteen members present and thirty-two others represented by proxy. After the reports of the officers were received and routine business transacted, the following officers and committees were elected :

President, Gilbert M. Smith; first vice-president, John J. Miller; second vice-president, L. S. Hinman; treasurer, Chas. A. Holbrook; secretary, L. S. Owen.

Executive Committee—Lee Kohns, Jas. Davison, John A. Sherlock, C. A. Holbrook, Henry Witte, E. F. Anderson and L. S. Hinman.

Arbitration Committee—Robert Slimmon, L. D. Bloch aad K. L. Wedgwood.

Membership Committee—Wm. R. Noe, Wm. F. Dorflinger, F. W. Jenkins, E. J. Ridgway, and Julius Rosenfeld.

Trustees for the term expiring January, 1914—W. S. Pitcairn, John J. Miller, W. W. Magee, and M. M. Kirchberger.

The following memorials were adopted:

"In the fullness of years, honored and esteemed by friends won and held during a half century of commercial life, Lazarus Kohns has passed on, leaving with us a memory of kindliness, courtesy and worth which gained our affection and respect.

We have learned of his loyalty and services to his church, his devotion to his family and his quiet charities. To us he was best known in his daily business life, and we found him ever affable and helpful, the gentleness and sweetness of his disposition unruffled. His many lovable traits endeared him to all who had the privilege of association with him. In his conduct of affairs he was eminently fair and just. He was loyal to the highest standard of principle, and of scrupulous honor.

With sorrow because of the loss of our friend, we extend our sincere sympathy to those who were dearest to him."

"In tribute to the memory of our friend Lawrence Froeber, we record the respect and esteem in which he was held by the members of the Board who were associated with him in his business affairs or as a fellow member.

Modest and unassuming in demeanor, considerate and kindly in his bearing to all, he was diligent in business, honorable 'n his transactions and of strict integrity and high character. His many admirable qualities won our friendship and respect.

To his family, with whom his relations were exceptionally close and tender, we extend our sincere sympathy."

New Samples for 1911 Now Ready

P. & P. LIMOGES PORCELAIN.

LA SEYNIE LIMOGES P. & P. FRANCE

Immense variety of shapes and decors in Dinnerware and Fancy Lines,

WHITE CHINA FOR DECORATING.

LUNEVILLE EARTHENWARE

New Shapes and Startling Decors

Fondeville & Van Iderstine,

37 Warren St., New York.



Pittsburgh and Vicinity.

With nearly fifty glass and pottery manufacturers exhibiting at the Ft. Pitt Hotel, and a score or more cut glass salesmen quartered at other hotels, this city is the centre of considerable trade interest just now. The first week of the "show" did not see a great number of buyers in the market; but as this is generally considered the "opening," buyers do not hurry themselves to come. During the present week, however, a different story is being told. The buyres have been more numerous, and the orders booked are of a character that indicates a big month's business, providing, of course, the present ratio continues. There is no evident attempt being made to "beat down" the market, as was experienced in past years, and the manufacturers and salesmen are disposing of their goods at firm quotations.

T. M. Schollenberger, for fourteen years associated with the Chicago office of the Pittsburgh Lamp, Brass and Glass Co., has resigned and will hereafter represent the Ripley Glass Co. in that city, with main offices in the Kessner Building, Madison and Wabash avenues He will also represent the Star Glass Co., of Star City W. Va., and it is possible other kindred connections will be made later.

The following buyers have registered here since our last issue: I. Leopold, of J. Leopold & Co., Baltimore; J. W. Waldorf, with Hochschild, Kohn & Co., Baltimore; B. J. Locker, and Mr. Gruenberg, of Gruenberg & Locker Co., Minneapolis; J. B. Cummins, with the Keystone Store, Canton, O.; Fred Bremmerman, president St. Louis Glass and Queensware Co., St. Louis; Frank Leonard, of H. Leonard & Son, Grand Rapids; David T. Finnie, with the Hecker Cereal Co., Milwaukee; Mr. Hahn, with the Lion Dry Goods Co., Toledo, O.; George Lobsitz, with the Claflin Co., New York; Charles H. Lang, with Kinney & Levan, Cleveland; John Curry, with Houghton & Dutton, Boston; Otto Goetz, New York; J A Means, with Peaslee-Gaulbert Co, Louisville; Silas Ichenhauser, Evansville, Ind; Thomas Watson, of H Watson & Co, Saginaw, Mich; Messrs Proctor and Flanders, with Jones, McDuffee & Stratton Co, Boston; Harry Loosley, with Pitkin & Brooks, Chicago; Joseph Levy, with Lewis & Neblett, Cincinnati; S S Parkhurst, with Kress & Co, New York; M Holmes, with McCrory & Co, New York; Mr Bremester, of Oneida Crockery Co, Oneida, N Y; Mr Tuttle, with S S Kresge, Detroit; Maurice Caro, with Mitchell, Woodbury Co, Boston; F A Rehm, with R W Saunders Co, Glens Falls, N Y; W H Megahan, with the Keech Co, Pittsburgh; Harry Lewis, with Pickerings & Co, Pittsburgh; Mr Broll, with C B Rouss, New York.

During the present week there was a round-table conference at the general office of the United States Glass Co. of the resident representative of the company during which trade conditions were discussed and the new lines gone over. Those attending were D. King Irwin, manager of the New York office; J. A. Nixon, Philadelphia office; M. S Wallace, Baltimore; W. B. Andrews, Chicago, and H. M. Kelly, St. Louis.

John W. Kunzler, recently elected actuary of the American Association of Flint and Lime Glass Manufacturers, has no taccepted the position at this writing. Mr. Kunzler is in charge of the office of the auxiliary association which has to do with the wage and manufacturing differences, and that organization has not yet decided to release him.

E. E. Hamblin, formerly buyer of glass and pottery for R. H. White & Co., Boston, is now in Pittsburgh representing the S. Herbert Cut Glass Co., of New York.

Walter A. Ross, a brother of Harry A. Ross, manager of the city sales department of the Pittsburgh, Lamp, Brass and Glass Co., has been added to the sales force of that concern, as has Harry A. Gardner, formerly identified with the Welsbach company. It is said that a number of other salesmen

are to be enrolled ere long, because of the increase in territory the concern is covering.

Jerome Capen, manager of the credit department of the Macbeth-Evans Glass Co., Edward Fox, of the Phoenix Glass Co., and Harry B. Whitney, of the sales department of the latter concern, formed a little dinner party at the Ft. Pitt last Wednesday night, when old times were reviewed with pleasure.

F. H. Gallagher, formerly with United Cut Glass Co. and also Keystone Cut Glass Co., is now representing the Sterling Cut Glass Co. in the Eastern and Southern territory.

Mr. Lafferty, of Cox & Lafferty, New York, was a welcome visitor to the district last week.

Four new lines of cut glass vases, ranging in size from 5½ to 10 inches, are being shown by the United States Glass Co. In addition, six new lines of cut stem ware, custard cups, finger bowls, pitchers, tumblers and other special items are being shown for the first time.

The Jefferson Glass Co. will shortly put on the market a complete line of glass for railroad use, including ruby lanterns, semaphore signals, and, in fact, every kind of glass used for lighting purposes on a railroad.

SPECIAL NOTICES.

The cost of advertisements under this heading is $1 for the first and fifty cents for each following insertion for each half inch of space (30 words). PAYABLE IN ADVANCE.

HELP WANTED.

WANTED—First-class china and glassware salesman for old-established house, to cover city and suburban territory. Salary or commission. Address T. R. A., this office.

WANTED—Salesman experienced in handling vitrified hotel china to call on the wholesale trade. Give age, previous experience and territory acquainted with, and salary expected. Apply to THE MAYER CHINA CO., Beaver Falls, Pa.

WANTED, a few experienced crockery and glassware salesmen to travel in Iowa, Illinois, Wisconsin and Minnesota. Address Box 745, this office.

WANTED—By a New York importing house, salesman who must be well acquainted with buyers of imported china, glassware, bric-a-brac, etc. Must be able to drum up trade and bring in visiting buyers. Address, stating references, experience and expectation, Box 746, this office,

WANTED—By a New York importing house for their Japanese department, a man thoroughly familiar with Japanese merchandise, principally pottery, ivory, bronzes, wood and leather goods. Address, stating qualification, salary expected, and references, Box 747, this office.

TO LET.

TO LET, with immediate possession, entire fourth floor, 25 x 110, at No. 46 West Broadway. Finest location in city for china, glass or housefurnishing goods salesroom. Fixtures for sale. A rare chance. Immediate attention necessary. Apply to JANITOR on premises.

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CROCKERY AND GLASS JOURNAL

NEW YORK, JAN. 19, 1911.

THE PITTSBURGH EXPOSITION.

THE Glass Exhibit at Pittsburgh this year is the largest ever held, and is more concentrated than in the past, the Fort Pitt Hotel housing most of the exhibitors. More care has been exercised in displaying the wares, and in two instances—that of Bryce Bros. and the Buffalo Pottery—at a large expense, regular store fittings, handsome and appropriate, having been installed.

AT THE FORT PITT HOTEL.

Lamps and tableware, both plain and decorated, are being shown by the Indiana Glass Co., the exhibit of which is in charge of Thomas Lohr. In the table lines the treatments are more varied than ever.

Inverted and upright shades and chimneys are shown by "Uncle" William Patterson, who is representing the Star City (W. Va.) Glass Co. Decorated and enameled goods are featured, and the line is four times as large as shown last year.

The new figured line shown by the Duncan & Miller Glass Co. is very handsome. No. 72 is a deep etched Colonial pattern; No. 25 is a heavily engraved plain design. The latter with deep plate etched border treatment is very attractive. Gold decorations are shown on five or six lines.

The "Thistle" tableware of the Cambridge Glass Co. is a new light pattern. It is a complete table line, as is the No. 2768 or "Fan" Colonial line. The latter possesses an imitation cut star pattern and a beaded mitre effect between the side panels. Four new heavy-weight figured lines are also displayed. These are staple goods, and comprise four-piece sets, water sets and berry sets.

W. A. Reaper is in charge of the display of the Co-Operative Flint Glass Co. Three new lines are on view, one of which is a new Colonial pattern and the others figured. All are shown both plain and decorated. Fish globes, cake covers, lamps, and a line of pressed and blown novelties are also displayed.

C. J. de la Croix is in charge of the Northwood display. Lemonade and water sets are shown in a more elaborate manner than heretofore. Many improved effects are noted in the iridescent lines and a number of new specialties and shapes are on view.

The Tarentum Glass Co. is represented as usual this year by S. Q. Hamilton. The "Puritan" and "Florida" table lines are the new propositions shown. The former is a Colonial line, and the latter a figured pattern in crystal, crystal and gold, ruby and gold, and in an etched effect.

By far the most artistic display ever made by a domestic pottery concern is that of the Buffalo Pottery, in charge of E. E. Wilgus. The new creations in Deldare ware, underglaze blue willow ware and open stock dinner patterns are the dominant features.

Some exceptionally clever shapes and treatments are shown, and the display is creating no end of favorable comment.

H. C. Foster is in charge of the Beaver Valley Glass Co.'s exhibit, which consists of a complete line of blown and stem ware, in both plain and etched treatments. A number of miscellaneous items are also shown, among which an individual decanter set of four pieces is a decided novelty.

The A. Radford Pottery Co. has a large line of umbrella stands, jardinieres and pedestals in a number of new underglaze treatments. The exhibit is in charge of H. E. Marquard.

A special display is made by Bryce Bros. of the better class of etchings and light cuttings on the rock crystal order. Several new shapes are shown in jugs, creams and sugars, A special creation is a Camembert cheese dish. The arrangement of this display is very artistic. G. S. Bryce and S. H. Duvall are in charge.

In the A. H. Heisey display, in charge of Charles Carroll, is a new Mission border pattern on table glass that is very attractive. Many new special items are shown, all of which are of a utility character. The jug line is a strong one. New vases in rock crystal effects find many admirers.

The Higbee Glass Co. is showing a new figured line this season called the " Delta." The pattern is a thistle and sunburst effect, and forms an exceptionally brilliant offering. The line is an extensive one. A Colonial line is also displayed. Many specialties are being offered. The exhibit is in charge of R. G. West.

Fred Classen is in charge of the Quaker City Cut Glass Co. Many new shapes and cuttings are to be seen in bowls, vases and specialties.

W. L. Gaston has an attractive display from the McKee Glass Co. The new " Puritan " line is of course the feature. A number of specialties are shown. Complete lines of soda fountain, druggists' and bar goods are also on view.

A very attractive display of cut glass is that arranged by J. H. Johonnot for the Sterling Cut Glass Co., Cincinnati.

J. W. Fenton and H. F. Weber are in charge of the exhibit of the Millersburg Glass Co. Four new lines are shown in Radium glass, consisting of tea, water, berry and punch sets. Tableware is also shown, both in crystal and colors. The specialty lines are much larger than last year and are very attractive.

Thomas H. Lohr, who is representing the Indiana Glass Co., has a little specialty that has attracted no end of attention. It is a glass dog, gold decorated, mounted on a square base, on the side of which are the words, " Smile, doggone you !" It is an article of utility, being hollow and having a metal screw cap.

The Warwick China Co. is showing a lot of clever specialties in new and exclusive treatments, the exhibit being in charge of W. W. Woodward.

J. M. Uniack has the lines of the Hunt Glass Co. and the Uniack Mfg. Co. A feature of the display is an electric lamp in verde finish; and the new " Royal" cluster cutting is also creating considerable interest.

F. C. Winship opened his display for the H. C. Fry Cut Glass Co. with a complete line of new cuttings.

Harry Bastow, president and general manager of the Bastow Mfg. Co., Weston, W. Va., is showing a line of upright and inverted globes and chimneys.

T R Crock is showing the complete lines of the Jefferson Glass Co., including all the new creations in Chippendale goods. The specialties are many, while the line of staples has been added to extensively.

Fish bowls, molasses cans, jugs and sanitary covered jugs are being featured by the D C Jenkins Glass Co., Kokomo, Ind., the display being in charge of Howard Jenkins. A new item is a tank glass punch bowl in ten and twelve inch sizes. The regular staple line of hotel tumblers, soda and goblets is on view.

Warren H. Dunn is showing the lines of the Zanesville Art Pottery Co., Clifton Art Pottery Co., Dun Dome Co., and Arlington Stamping Co.

J H P Carling has a clever display of dinner ware from the Pope-Gosser China Co, Coshocton, O. The " Louvre " shape is being featured this season, and the treatments are the most tasteful yet shown by this factory. The firm is distributing a card which reads: " Anybody can make low prices, but it takes brains to to make a better article."

Marble effects in art pottery are a feature of the display of the J W McCoy Pottery Co, in charge of J F Daley. They are shown in jars and " peds," umbrella stands, cut flower vases and fern dishes.

A covered sanitary oblong butter container is a leading feature of the exhibit of the L E Smith Glass Co, Mt Pleasant, Pa. The firm is now making a full line of decorated souvenir goods.

S P Kenny has an extensive exhibit of the lines of the Economy Tumbler Co, Morgantown, W Va There are many new creations.

Cecil E Taylor has a most elaborate display from the Taylor, Smith & Taylor Pottery Co. The delicate color treatments on the new " Pennova " dinner shape

are very attractive. A special feature of the exhibit is the jug line, which contains new shapes and treatments.

W F Ellisson is showing the combined lines of the Cook Pottery Co, the Pennsylvania China Co and the Ford City Pottery Co. The arrangement of the display is especially attractive.

Besides the specialties in solid silver and gold treatments of the American Gold Co, New Martinsville, W Va, H A Robb has a new line of white and gold and white and matt sllver treatments.

Many new decorations are to be seen on the lamp lines of the Phoenix Glass Co, in charge of Harry B Whitney. There are several hundred lamps in the display, and no two treatments are alike.

Arthur E Mayer, who has succeeded W H Arden as sales manager of the Mayer China Co, Beaver Falls, Pa, has a fine display of underglaze vitreous hotel china, together with a number of specialties. Several new decorations in underglaze are displayed.

AT SEVENTH AVENUE HOTEL.

The "Keystone" tableware lines are the features of the Westmoreland Specialty Co this year. The "1776" Colonial, full ground polished bottom, is stamped "Keystone W" on each piece. The other pattern is also Colonial, but has a border. There are a large number of specialties.

S O Paull, of the Eagle Glass and Mfg Co, requires three rooms for his display. Night lamps and salts and peppers as usual form the main features of the exhibit. No large lamps are shown, although photos of these are ready for buyers. Gas and electric shades, plain and decorated, are displayed in great variety. A line of decorated plates and opal novelties is also on view.

H K Connors is showing the complete lines of the Trenle China Co, including new treatments on their dinner shapes, together with a complete assortment of salads, wall and calendar plaques.

New creations in bureau sets are featured by the Hocking Glass Co, Lancaster, O, represented by I J Collins and C F Von Stein. A complete line of lamps is also displayed.

The Colonial Modern Art line is being pushed by the Lancaster Glass Co, the exhibit being in charge of L P Martin. It is shown in crystal, crystal and gold, ruby and green. Fancy decorated lamps, plates and vases are displayed in great variety.

The Dugan Glass Co.'s exhibit, in charge of W G Minnemeyer, is brilliantly illuminated, fifty Tungsten lamps being used. Lemonade, wine and cordial sets are featured, and also three lines of table sets, plain and decorated. Two of the three rooms are filled with specialties in gold, silver and gun metal finish.

AT THE GENERAL OFFICES.

The Ripley Glass Co. has decided upon the names for its four lines of table ware, samples of which are being shown at the general offices in the House Building. The "Colonia" has a rock crystal effect, while another figured pattern is the "Yok," as is also the "Dorthy." The "Ivera" is an imitation cut pattern. The catalogue of this concern will be ready for the trade next week.

Six lines of decorated tableware are being shown by the Oriental Glass Co in ruby and crystal, ruby and gold, gold and crystal, and solid gold treatments. These lines are from the Duncan & Miller, New Martinsville, Fostoria, United States, Tarentum and Westmoreland Specialty factories. A number of specialties in souvenir goods are being shown in new treatments.

There has been a steady demand for the new etched lines of the United States Glass Co, which were shown for the first time a fortnight ago. These lines are a little different from anything heretofore shown in the sample rooms of this concern. The assortments and general staple lines of table ware are moving nicely, the demand for the latter exceeding that experienced a year ago.



FRANK E. FREESE,
Secretary Ripley Glass Company.

THE CONDITION OF BUSINESS.

New York. Business is opening up excellently. Skirmishers who have gone out on tours report that they are doing well and orders are coming freely or that those not ready to buy promise great things. Of course, it is altogether too early for buyers to come to New York; but by February 1 most of the importers will have their lines ready, and by February 15 all will. The sales now being made in the glass and pottery centres show the big business that may be expected in New York.

Glass buying at Pittsburgh has been better than at any time within five years; and more gratifying than anything else is the absence of price-cutting, or even a demand for lower rates by purchasers. Of course, they want the best figures, but seem convinced that manufacturers cannot afford the old prices and it is therefore useless to ask for them.

In the crockery centres buying is very brisk and done quickly. No better evidence that stocks are low in the hands of retailers is needed than the fact that large quantities of domestic pottery were ordered before the new year. One factory alone reports orders aggregating sixty carloads for shipment between December 1 and January 10, and these had nothing to do with the new goods for 1911. They were all for repeat orders. It may also be remarked in passing that numerous letters have been received in the New York market asking that goods ordered for early spring delivery be forwarded with all possible dispatch, showing that the shortage is not confined to American goods.

Every day strengthens the opinion that the crockery and glass trade for 1911 will be a big one if present conditions continue. Dealers are safe to buy in fairly good quantities. Plunging is not advisable, but enough ware should be taken to have well-assorted stocks ordered far enough ahead to insure delivery by the time the consumers are ready to buy; and it will be well not to trust to finding goods on hand at the potteries, glass factories or in the hands of the importers later on. The manufacturers are not going to have time to make surplus stocks.

East Liverpool and Vicinity. Good business is being done with the pottery manufacturers, and the season is starting off well. The demand for assortment packages has increased and the call for the higher grade open stock patterns is also growing. All plants in the district are working save one, and this will resume shortly.

Pittsburgh and Vicinity. Liberal orders are being placed here, and there is no effort made to beat down prices. Buyers are satisfied because they know that their competitor is not getting a better quotation. Tumbler buyers are placing business for immediate shipment.

Trenton. Business is already assuming unusual proportions, and manufacturers believe that the local plants will have a great production this year. Orders for early deliveries are more numerous than for a long time.

BUYERS' CHANGES IN THE PAST YEAR.

CHANGES among buyers and department store managers during the past year were as follows:

Miss Maude Stewart, now buyer for Frank Brierly & Sons, Beaver Falls, Pa.

Frank J. Wilson, formerly with Marshall Field & Co., now with L. Straus & Sons.

Robt. Ascher, now connected with Geo. Wyman & Co.. South Bend, Ind.

Mr. McPartland, Jr., now buys for McPartland & O'Flaherty, department store, this city.

W. C. MacMillen, now manager for the Wallace Co., Schenectady, N. Y.

G. E. Minard, formerly with the 14th Street Store, now buys for McPartland & O'Flaherty, city.

Frank W. Kamak, formerly of Ehrich Bros., now associated with J. J. Diskin & Co., Paterson, N. J.

Eugene Schmidt resigned as buyer for the J. L. Hudson Co., Detroit.

Daniel W. Johnson was appointed buyer at the Boston store, Milwaukee.

Mr. Browning buys for the Joslin Dry Goods Co., Denver.

Mr. Neidhart, formerly with Burden & Co., now buyer for L. Blumstein, New York.

Miss Williams buys for the Cohen Co., Richmond, Va.

W. D. Gilmore, now connected with LaSalle & Koch, Toledo, O.

W. J. Rosenblatt, formerly assistant, now buyer for Burden & Co., Greenpoint, L. I.

L. C. Moser, engaged now with Davidson Bros., Sioux City, Ia.

Mr. Selby succeeded T. F. Islip as buyer for Taft & Pennoyer, Oakland, Cal.

C H. Silvernail, associated with Martin & Naylor, Gloversville, N. Y.

M. Rauch, formerly with Mabley & Carew, engaged with Rauch & Levy, Minneapolis.

Mr. King appointed buyer for Geo. W. Ferguson Co., New Rochelle, N. Y.

G. W. Toomey succeeded his father as buyer for Baldwin & Co., Halifax, N. S.

Thos. B. Cannon now in charge of the china, glass, and housefurnishings department of Graham, Sykes & Co., Muskogee, Okla.

Chas. Schlessinger resigned and was succeeded by Chas. Minning at John McCormack's, Brooklyn.

R. H. Yarwood resigned from W. V. Snyder & Co., Newark, N. J.; now salesman for Steinfeld & Co., this city.

E. E. Starkweather, with Favor, Ruhl & Co.

Henry Siegel succeeded Geo. Holloway at Joel Gutman & Co., Baltimore.

Mr. Waldorf took the place of A. Hall at Hochschild, Kohn & Co., Baltimore.

B. H. Seixas severed his connection with Maxwell & Co., Brooklyn.

John G. Sherer left Burley & Tyrell Co., Chicago, to go into business for himself.

Mr. Ryan connected with Bon Marche, Lowell, Mass.

W. K. Andrews, formerly with A. D. Matthews now engaged with Jonas Long's Sons, Scranton, Pa.

C. R. Marcotte resigned as china buyer for Mount Royal Department Store, Montreal.

R. T. Couch succeeded R. Asher as buyer for Gordon, Mackay & Co., Toronto.

R. Asher, now Canadian representative of the Republican Stamping and Enamelware Co.

R. Lewers engaged with Scroggie & Co., Montreal.

D. J. Mahoney, formerly with Whitney & Co., Albany, went with Fostoria Glass Co., Boston.

H. F. Pegram resigned as buyer for J. B. White & Co., Augusta, Ga.

Mrs. Charles Pearson succeeded Miss Redlon with Geo. Homer, Boston.

T. Attridge went with Gimbel Bros., this city, as lamp buyer.

C. R. Lynde in business for himself, Boston.

Simon Roth buys for Barnett Bros.

Louis F. Meyer severed his connection with Lycett, Baltimore.

L. Schoenthal, formerly with Siegel-Cooper Co., now china buyer for Gimbel Bros., this city.

Wm. H. Rockwell left R. A. Rockwell, Atlanta, Ga., to engage in business for himself.

Francis J. McNicol resigned as buyer for S. P. Dunham & Co., Trenton.

J. Q. Adams, now with B. T. Casler Co., Little Falls, N. Y.

John Ling, formerly with Altman, now with Gimbel Bros., New York.

Miss Emma Leichner engaged with Leonard Hobart Co., Grand Rapids, Mich.

Noah B. Jewett resigned as basement manager for J. Lecour & Sons, Kankakee, Ill.

J. F. Kearney, formerly with Panton & White Co., now in business for himself.

T. A. McNichol, now china buyer for Maxwell & Co., Brooklyn.

J. G. D'Olier resigned as glass buyer for W. H. Glenny & Co., Rochester, N. Y.

Frank Warren, now assistant to Mr. Barker at the R. H. White Co., Boston.

Miss Elizabeth L. Collins, formerly buyer for Carson, Pirie, Scott & Co., is now Mrs. Thomas Fanning.

A. P. Brooks, with Proctor-Gamble Co.

Willard G. Lockwood appointed assistant buyer in the china department of Siegel-Cooper Co., this city.

Wm H. Brock, now connected with T. C. Watkins Co., Hamilton, Ont.

Eddie Malone, now with Vorenberg's, Boston.

Chas. Laviska, now with the Magrane Co., Lynn, Mass.

Mr. Addis, buyer, and Mr. Peterson, assistant buyer, at the Addis-Addie Co., Boston.

Robt. Orr and his son Albert, left Jos. Horne & Co., to go with Kinney & Levan, Columbus, O.

Harry Moskovitz is assistant buyer to the Simpson-Crawford Co.

F. H. Lang went with Kinney & Levan.

Miss Merritt and P. F. Eaton are now with Kenny Bros., Canton, O.

A. C. Dormer, now in charge of the hotel department of Gimbel Bros., this city.

Albert Orr is assistant buyer of china and glass with Jos. Horne, Pittsburgh.

Bert Baker appointed buyer for Wm. Barr Dry Goods Co., St. Louis.

David McGee is again with Martin Taylor, Gloversville, N. Y.

John Ryan is now associated with the Armstrong store, Lynn, Mass.

Mr. Murray now buys for Lyons & Chabot, this city.

Geo. D. Thibodeau is with R. A. McWhirr Co., New Bedford, Mass.

FOUNDED IN 1874

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

Published Every Thursday

BY

WHITTEMORE & JAQUES, Inc.,

92 West Broadway, New York.

EDITORIAL ROOMS, TEL. 5092 BARCLAY.

MECHANICAL DEPT., TEL. 5086 BARCLAY.

SUBSCRIPTION RATES, INVARIABLY IN ADVANCE:

United States	$2.00
Canada	3.00
All other foreign countries in the postal union	4.50
Single copies	.10

In remitting subscriptions please send Postal Money Order.

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Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, JAN. 19, 1911.

A MATTER OF COURSE.

WE are still in receipt of testimonials concerning the beauty of our Holiday Number, and now come praises for our comprehensive reports of the banquets held by the salesmen in New York and Pittsburgh. It is a matter of course that we excel in these things; nevertheless, it is gratifying to know that our efforts are appreciated.

REGULATING EXPRESS RATES.

WHILE the express companies were always able to defeat any attempt by Congress to reduce their charges, there is a promising indication, according to Washington reports, that a radical reduction in express rates will be ordered by the Interstate Commerce Commission, which now has regulative control over the express companies the same as it has over the railroads and other common carriers.

The first report made by the companies under the new law apparently supports the complaints the shippers have been making for years that the express charges are exorbitant. The report shows that the companies have increased their rates largely since 1896, and their earnings are from 100 to 1,000 per cent every year. Each of the big express companies pays dividends of 8 per cent or more on highly watered stock and each of them has within the last few years cut "melons" equal to its capital stock; in fact, one of the companies last July divided 300 per cent of its capital stock among its shareholders. On this showing it is predicted that the Interstate Commerce Commission will order a radical reduction of the rates which are held by shippers to be exorbitant, excessive and a burden on the business of the country

PERSONAL.

A DISTINCTION never before given to a china manufacturer has been conferred upon Charles Martin, of Limoges, France, who is represented here by J. H. Venon. He has recently been elected to the presidency of the Tribunal of Commerce in that city. This institution is a court for the trial of commercial cases just as lawsuits are tried in the ordinary halls of justice. It is considered the highest honor to belong to this tribunal, and doubly so to be made its president.

At least one salesman is satisfied with his territory, and that is David L. Bostwick, who covers Michigan for the Geo. H. Bowman Co. Dave says that he can have more fun and sell more goods drilling around the Peninsular State than any other territory in the country.

Fred Langfelder left on Saturday with lines of Louis Wolf & Co. and spent the week in Philadelphia. From there he goes to Baltimore and Washington.

J. C. Hawkins, manager of the wholesale china department of the Geo. H. Bowman Co., Cleveland, plans to sail the latter part of February to attend the Leipzig fair.

Wm. Howell, of Pitkin & Brooks, Chicago, came into New York last week on a special mission and returned Friday night.

Louis Reizenstein, of Pittsburgh, dropped into New York on Thursday morning unexpectedly, made a few calls and returned Friday night.

Wm. H. Griggs, secretary of the Anchor Pottery Co., Trenton, made several calls in the District last week.

H. S. Clarke is on the road again with the new samples of Robt. Slimmon & Co. He opens at the Palmer House, Chicago, January 22.

Among our office callers this week was John H. Adderley, who as a boy was with Haviland & Merritt in 1858. He is full of reminiscences of the old-time

pottery trade, dating back to before the war. He has retired from business and is living the simple life in Brooklyn.

Edw. Dolfinger, china and glass buyer for J. W. Dolfinger & Co., Louisville, Ky., writes that he will arrive in the District January 22.

C J Dierckx plans to sail on the Deutschland on her next trip to visit his factories and attend the Leipzig Fair.

Justin Tharaud, in charge of the French china of Maddock & Miller, has just confided to a few friends that a new baby boy, whom he has christened Lucien, arrived at his home Christmas morning.

W. H. Ryon, president of the Eygabroat-Ryon Cut Glass Co., arrived in the District Monday to confer with his representatives, Cox & Lafferty.

R. J. Wolff joined the sales staff of the French China Co. on Tuesday, and left immediately for a four months' trip which will take him through western Pennsylvania and adjacent territory.

Emil Eschwege, doll buyer, and E. U. Steiner, toy buyer for Louis Wolf & Co., arrived home from Europe last Thursday on the steamer Kronprinz Wilhelm.

John Nixon, New York representative of the Fostoria Glass Co., left for a visst to the factory on Monday night. He expects to spend Sunday in East Liverpool, and will visit the Pittsburgh glass exhibit on his way home.

O. L. Sutherland, with Geo. F. Bassett & Co., made a flying trip through New England, returning last week, and reports splendid trade. He left early this week for a visit to some of the large cities West, going as far as Denver, intending to return in time to meet visiting import buyers.

In renewing his subscription to the JOURNAL, E. J. Purinton, Dover, N. H., calls our attention to the fact that he was reported last week as being among the buyers at East Liverpool. This was an error. Mr. Purinton was there on his semi-annual visit to the plant of the National China Co., and his business is exclusively on the selling end.

The sympathy of the trade will go out to W. F. Dorflinger and his brother on the death of their mother, Elizabeth Dorflinger, of White Mills, Pa., who died of pneumonia on Monday, aged eighty. She was a woman of beautiful character and revered by all who knew her. The funeral was held in Brooklyn on Wednesday, with interment at Greenwood.

Mr. Broll, glass buyer for Chas. Broadway Rouss, returned from the Pittsburgh exhibit Monday.

H. G. Freese, of Vogt & Dose, is off on a two weeks' trip to Philadelphia, Baltimore and other nearby points.

W. H. Schreiber left last Saturday on his initial trip of the year for Bawo & Dotter.

Louis Carter, buyer for Snellenberg, Philadelphia, ran up Tuesday for a whirl through the District.

Mr. Clark, china and glass buyer for Ludwig Bauman & Co., has resigned.

A. Schnagel, buyer for Simpson-Crawford Co., returned Monday from a week's visit to the Pittsburgh exhibit.

Harry Hollander, china and glass buyer for H. Siegel Co., Boston, arrived in the city Monday. Harry knows most everybody in the District, and made the rounds as well as his time permitted.

Isidore Grant, for the past two years china and glass buyer for J. R. Senior, 215 West 125th street, has resigned.

Max Strensch, with Koscherak Bros., sailed on the Kronprinz Wilhelm Tuesday, accompanied by Mrs. Strensch.

Otto Goetz returned from Pittsburgh last week and sailed for Europe Tuesday on the Kronprinz Wilhelm to attend the Leipszig Fair.

Thomas Hughes, formerly with H. C. Edmiston, joined the sales force of Edward Butler on Monday.

A VALUABLE AUXILLIARY.

THE Bureau of Manufactures of the Department of Commerce and Labor at Washington is establishing a file of the names of American manufacturers and traders for use in distributing the valuable information which reaches it from time to time in regard to foreign trade. Those who desire to avail themselves of the facilities thus offered for extending their trade abroad should send to the Bureau their names and advise it as to the class of business in which they are engaged.

IN NEW ENGLAND.

BOSTON.

ACTIVITY dominated the crockery and glass arena last week. Visiting buyers and sellers are getting more numerous, and there is every indication that this season will be a large one. New goods of pleasing designs are being displayed, and this market should prove a larger factor in 1911 for New England business.

James J. Hanning, china buyer for the Jordan-Marsh Co., departed last week for Europe on a purchasing trip.

Charles Kaiser, with Morimura Bros., N. Y. closes his line at the Boston Sample Rooms next Saturday, when he goes to the Bingham House, Philadelphia, for a month's showing.

The Addis-Addie Co., which recently opened a five cent to fifty cent store in Boston, will open a similar one in Worcester shortly.

John J. Reed has moved to his larger display room at 220 Devonshire street.

Jerome Jones, of the Jones, McDuffee & Stratton Co., is an interested worker in behalf of steamship lines and better dock facilities for Boston. His strong article to the Legislature on this subject was praised and editorially commented on by nearly all the press.

The Jefferson Glass Co.'s line for Boston has been placed with Harry B. Hollis. Charles Hartford will continue to represent the Jefferson around Providence and contiguous territory.

Hattori & Nishiura expect to receive their new samples from Japan in a few days.

A. E. Haskell, the tireless worker here for the Federal Glass Co., leaves in a few days for a tour of Connecticut and Rhode Island.

A. C. Hislop, glass buyer for Porteous, Mitchell & Braun, Portland, Me., graced the district last week with his genial personality.

Murt S. Wallace, manager of the Boston quarters of the United States Glass Co., is in Pittsburgh at the home offices.

Paul M. Phillips, representing S. A. Weller, is visiting the Connecticut trade, following which he will make a trip through New York State.

WORCESTER.

The Clark-Sawyer Co. is making extensive preparations for a vigorous season. General industrial conditions in Worcester are not too brisk, but this house does a jobbing business in a wide area of territory.

NEW BEDFORD.

The new glass and crockery department of the R. A. McWhirr Co., located in the Star Dry Goods Co. has not yet opened for business. Buyer George D. Thibodeau is arranging for an early opening, however.

Earl Phinney, traveling representative with the Pairpoint Corporation, is packing samples for a trip through Wisconsin. Thomas Tripp, general manager, reports that the outlook is good for a large spring business.

PROVIDENCE.

Frank Dunmore, glass buyer with the Shepard Co., is very busy since he took the management of the kitchen goods end.

FALL RIVER.

The R. A. McWhirr Co. have recently added a cut glass and silverware department under the charge of crockery and toy buyer W. E. Noyes.

FITCHBURG.

Oran S. Rice & Co., jewelers, have a nice display of cut glass. The Fitchburg Hardware Co. also handle a large line of crockery and glassware.

SPRINGFIELD.

Charles Hall has a magnificent building devoted to silverware, china and glassware. General business conditions here are reported good.

BUSINESS BRIEFS.

The Antique Mosaic Glass Works, Perth Amboy, N. J., have discontinued business.

Fire destroyed McCrory's five-and-ten-cent store on North Pittsburgh street, Connelsville, Pa., Jan. 12.

The Jobbers' Association will hold its annual convention at the Holland House, this city, February 9.

The Banner China Co.'s store at Beaumont, Texas, was damaged by a recent fire to the extent of $2,000. Insured.

Jacob Cohen, housefurnishing goods and toys, Mount Vernon, has filed a petition in bankruptcy, with liabilities $2,460 and assets $307, of which stock is $300.

The plant of the Martin Mfg. Co., Mason City, Iowa, manufacturers of enameled ware, was destroyed by fire recently. Loss estimated at $100,000, Insured.

The entire stock of the Hasbrook Co., Columbus, O., has been offered to the public at auction. The

firm has been in business for twenty-six years, and carried a stock worth in the neighborhood of $150,000.

George P. Burridge has cpened a five and ten cent store at 108 North State street, Painesville, O.

Marie Herschman, dealer in toys at 24 and 26 East 125th strest and 2,280 Third avenue, has filed schedeles in bankruptcy showing liabilities $10,280 and assets $7,515, consisting of stock, $7,000; fixtures, $500, and cash in bank, $15.

OBITUARY.

AFTER a brief illness, Arthur Gibb, senior member of the firm of Frederick Loeser & Co., Brooklyn, died Friday night.

Born in Brooklyn in 1857, Mr. Gibb was educated at Adelphi College, and when he was seventeen years old was employed by his father, who was head of the firm of Mills & Gibb, Fourth avenue and 22nd street, Manhattan. He went abroad twice a year up to 1897, when he became a partner of the firm of which he was the head at the time of his death. Mr. Gibb had been in poor health for the last two years.

Edwin Haviland, whose death we recorded last week, was born in Jericho, L. I., seventy-eight years ago. When he reached man's estate he established the firm of Haviland & Merritt, Edward Merritt being his brother-in law. He retired in 1874 and became associated with O. A. Gager & Co., with whom he remained until September 26, 1884, when he went



EDWIN HAVILAND.

with Haviland & Co. On December 31, 1904, he retired from that firm, and since that time had not engaged in any business. Mr. Haviland was a fine type of the old school, courteous gentleman. Born and bred a Quaker, he had all of the characteristics of that people, was quiet in his demeanor, and nothing seemed to ruffle him. Few men were better known in the trade during his time, and none was more respected. The deceased was a cousin of Chas. Field Haviland and Thedore Haviland.

IN TOWN.

Abbreviations—c, crockery; g, glass: hf, housefurnishings; l, lamps; t, toys; s, silverware.

THE following buyers have reported in town since our last issue:

W W Dodge, with J G Meyers Co, hf, s, Albany. 31 Union Sq.

W E Smith, with Albaugh Bros, Doer & Co, s, Chicago. King Edward.

J Kling, with Holzheimer & Shaul, t, c, hf, Amsterdam, N Y. Navarre.

L Neubrick, with Crowley, Milner & Co, hf, t, Detroit. 684 Broadway.

J Kohnfelder, with Siegel-Cooper Co, hf, Chicago. 6th av & 20th st.

E S Diller, with Marshall Field & Co., Chicago. 104 Worth st.

H J Machle, with J H Hibben D G Co, t, Cincinnati. 377 Broadway.

J E De Belle, with Miller Bros Co, hf, Chattanooga, Tenn. Hoffman.

A R Perkins, with the Meyers Co, hf, (also Greensboro Trading Stamp Co,) Greensboro, N C. 45 E 17th street.

N L Clark, with D H Holmes Co, c, g, New Orleans, 20 E 20th street.

G E Sweitzer, with Ferguson-McKinney D G Co, hf, St Louis. 250 Broadway.

A J Ferguson, with Callender, McAuslan & Troup Co, hf, s, Providence, R I. 2 Walker street.

G Louis, with Woodward & Lothrop, t, Washington. 438 Broadway.

A S Hunter, of A S & T Hunter, hf, Utica, N Y. 192 Greene.

L Metzenberg, with Sears-Roebuck & Co, s, Chicago. 437 Broadway.

Mr Sprague, with Howland D G Co, c, Bridgeport, Conn.

Fred Swasey, of E Swasey & Co, c, g, Portland, Me.

Mr Ackley, of the Ackley China Co, c, g, Poughkeepsie.

A P Spangler, with Bush & Buhl, hf, c, Easton, Pa. Grand.

E H Wade, with W M Whitney & Co, hf, Albany. 396 Broadway.

C F Longacre, with Bush & Buhl, hf, c, Williamsport, Pa. Grand.

Miss E Ledger, with H S Barney & Co, hf, Schenectady. 75 Spring.

E D Smith, with Daniels & Fisher Stores Co, t, Denver. 56 Worth.

A T Rathbun, with John A Roberts & Co, hf, c, Utica, N Y. Victoria.

I Rothstein, with Kaufman Bros, c, t, Pittsburgh. 648 Broadway.

G C Gamble, with Duffy-McInnerney Co, t, Rochester. 454 Broome.

E P Barry, with Burke, Fitz-Simmons, Hone & Co, t, Rochester, Hermitage.

AT CHICAGO.

AFTER a rather delicate operation upon his nose for an old injury sustained in a game of football, William Bartley, assistant manager for J. D. Bergen & Co., has quite recovered and is again able to look after business, with no loss of his former good looks.

* *

It is said that many of the new designs in pottery to be introduced to the trade the coming season are to be elaborately ornamented with aluminum.

* *

George Israel will remain the buyer in the crockery department of the Hillman department store for another year.

* *

Crockery salesmen who visit the Rothschild department store this year will continue to meet the veteran buyer, Solomon, as for years past.

*

Since the polished oaken parquet floor has been finished and the elegant new office furniture and modern display equipment have been put in place, the Chicago salesroom of the Fostoria Glass Co. in the Masonic Temple has takenan on impressively prosperous appearance, and Sales Manager H. A. Marshall is predicting a larger than ever business for the opening season. J. W. Dalrymple has been added to the selling force in the Indiana and Michigan territory and started out a few days ago to open up the campaign for orders. H. C. Whitman and E. J. Mickey also started out this week.

* *

Country buyers are coming in uncommonly early this year, says J.H. Diehl, city salesman for Louis Wolf & Co., and are placing some very good orders for his toy porcelains and premium lines. Besides that he says that the opening business received from the large department stores is somewhat ahead of the average year.

* *

Arrangements for the new season are so far advanced that the array of samples of fine wares begins to look decidedly interesting about the new salesrooms that Bawo & Dotter have just fitted up.

* *

Early as it may seem on the heels of voluminous inventories, Ira A. Jones says that the big department stores have already sent in orders for various kinds of glassware in his line.

* *

Sales Manager C. W. Brooks of the Burley & Tyrell house is about the only one in the Chicago crockery trade who is not talking about remodeling his whole outfit to take care of the great volume of new business that the opening season is expected to yield. But then Mr. Brooks took time by the forelock and did his salesroom remodeling some time ago, and is ready for the coming rush.

MORE CALENDARS.

THE Knowles, Taylor & Knowles calendar for 1911 is, as usual, a work of art. It is one of the prettiest they have ever gotten out, and depicts a maiden fair, holding a flower in her hand, in a very graceful attitude. The recipients will be glad to keep such pretty calendars as this.

A. H. Heisey & Co. are sending out a gem of a calendar. The lithograph of "Wood River," reproduced from nature, looks like a fine water color done by hand, and is worthy of a frame.

COPIED HIS DESIGN.

"I WAS amazed," said a Western glass manufacturer who was visiting New York recently, "to see in a shop window here a set of glass made after a recent pattern of mine which was marked for retail at our wholesale price. The set was made in Germany. The German manufacturers get patterns of cut glass made in America and copy them. Labor over there costs less than one-third of what it does here, and though the duty is 60 per cent they can sell the stuff so that a retailer here can sell it at our wholesale price. Of course the workmanship is by no means so good, and it is easy to detect the imitation."

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

TO	Shipments month end'g Dec. 31,'10	Corresponding period 1909	Exports Jan. 1 to Dec. 31,'10	Corresponding period 1909
Boston	582	523	7546	6236
New York	1416	1078	9306	6948
Baltimore	1276	1535	13891	17417
Philadelphia	502	228	5572	3959
New Orleans	230	169	2269	2409
Newport News	96	133	300	1250
San Francisco	....	....	93	250
Portland (Me.)	182	348	1213	2233
Galveston	26	53	1460	1459
Portland (Or.)	....		25	95
Inland Points	137	216	1899	1345
Total	4447	4283	43574	43601

From the Freight and Shipping Circular of John Edwards & Co. Liverpool.

TO	Shipments week end'g Dec 31,'10	Corresponding period 1909	Exports Jan 1 to Dec. 31,'10	Corresponding period 1909
New York	380	133	10156	8316
Boston	209	153	7294	5969
Philadelphia	168	43	5809	4437
Baltimore	437	407	16661	18078
San Francisco	....	....	244	207
New Orleans	....	12	2251	2998
Portland (Me.)	4	151	2131	2117
Galveston	9	3	1542	1446
Newport News	89	40	1067	1241
Portland (Or.)	...	....	55	55
Inland Points	11	20	1395	1446
Total	1307	962	48605	46310

AT PITTSBURGH.

ALL glass salesmen report buyers as saying that stocks are very low, some of them being entirely sold out of several lines. Considerable business is being placed for immediate delivery.

It is not generally known that Walter G. Minnemeyer, with the Dugan Glass Co., was formerly a newspaper man. He did the "routes" in Peoria, Ill., and was with the old "Chicago Herald."

Walter N. Whitney, son of Harry B., of the sales department of the Phoenix Glass Co., designed the fixtures and "layout" of the display of the Buffalo Pottery Co. at the Ft. Pitt. The "frames" are of such construction that they can be placed in any hotel.

The New Method Art Glass Co. announces its intention of operating a chain of not less than fifty retail stores throughout the country during the coming year. The company is manufacturing a line of domes, portables, shades and electroliers upon new lines, and the first retail store has been opened here at 412 Penn avenue. The Brown Mfg Co. has been absorbed by this concern, and it is now manufacturing and assembling all the parts required for the pro. duction of its lines.

M. J. Adams, formerly salesman for the Co-Operative Flint Glass Co., was a visitor here during the past week, and received a royal welcome.

The local offices of Kinney & Levan in the Century building are being remodeled. Greater display is to be given cut glass lines, as also to electroliers and portables.

The friends of T. A. Neely, with Boggs & Buhl, will regret to learn of the relapse of his daughter, Miss Mae C., who has been ill the past six weeks with pneumonia. Complications set in necessitating an operation Tuesday afternoon. Miss Neely is well known to many in the trade.

S. T. Pletcher, showing all the new creations of the S. A. Weller pottery, Zanesville, maintained a display at the Hotel Anderson of many attractive things in matts and glazes, together with a special number of pieces.

James McHugh, who has had charge of the exhibit of the Steubenville Pottery at the Ft. Pitt, has been ill with tonsilitis. President Wintringer took his place.

Harry S. Clarke had a display at the Hotel Henry of the import lines of Robert Slimmon & Co.

Frank Zoellig, manager of the local display rooms of Bawo & Dotter, is remodeling his space, and arranging to show a larger line of imported wares than last season. A new line of fancy goods and dinnerware is expected daily.

The voting for officers of the Western Glass and Pottery Association will close at noon January 20, and at 8 o'clock that night the annual business meeting of the Association will be held at the Ft. Pitt. There does not seem to be any question about the re-election of President Lang.

A. H. Heisey was here Monday and spent considerable time among the exhibitors at the Ft. Pitt.

E. D. Terry, Eastern representative of the lamp department of the Phoenix Glass Co., has been spending the week at the Ft. Pitt with Harry B. Whitney

Jule Braun, of the Federal Glass Co., who has been at the Ft. Pitt for ten days, left Monday for Columbus.

Among the buyers registered here since our last issue are:

W K Cotterell, with C K Whitner & Co, Reading, Pa.

Lee Hininger, with Citizens' five-ten twenty-five cent syndicate, Cleveland.

E D Bartholomew, with William Hengerer Co, Buffalo.

Mr Robinson, with Kinney & Levan, Cleveland

Mr Schaeffer, of the Schaeffer Brokerage Co, Toledo, O.

Walter Briggs, with Sibley, Lindsay & Curr, Rochester, N Y.

Mr Laurens, of Laurens & Rowe, Oneonta N Y.

Julius Hershberg, with Kahn & Co, Washington, D C.

W C McMillen, of Schnectady, N Y.

Phillip C Schaffer, with Adams, Meldrum & Anderson, Buffalo, N Y.

A J Kline, H E Kline, R J Calm, with Dives, Pomeroy & Stewart, Harrisburg, Lancaster and Reading, Pa.

Mr Brierly, with O'Neil Department Store, McKeesport, Pa.

E C Norris, with Debolt & McKenty Department stores, Alliance, O.

George V Millar, Scranton, Pa.

Mr Hinrichs, of the Western Glaas and Crockery Co, Omaha, Neb.

Leo Arnstein, with Ed Schuster Co, Milwaukee.

Mr Black, of Columbus, O.

F A Merrill, with G Somers & Co, St Paul.

Mr Chapman, with Ogden, Merrill & Greer. St Paul.

Mr Slick, with Davidson Bros, Sioux City, Ia.

Samuel J Watkins, with "The Fair," Chicago.

Harry Friedman, wiih Wren & Co, Springfield, O.

Mr Silke, of Younger & Silke, Milwaukee.

D D Breckenridge and M F Clay, with the Variety Stores Co, Cleveland and Ravenna, O.

Mr Soleberg, with Sioux City (Ia) Crockery Co.

Harry Lowengardt, with M Sellers Co, Portland, Ore.

V B Hovey, Marietta, O.

Mr Schermerborn, with Central City Crockery Co, Syracuse, N Y.

Harvey Osborne, of Osborne, Boynton & Osborne, Detroit.

F F Debolt, East Liverpool.

The Citizens' five-ten-and twenty-five cent stores syndicate has been organized at Cleveland, and orders are now being placed here for a number of lines.

Indiana, Pa. Many improvements are being made by the Dugan Glass Co. A new blower system is being installed; also a new engine, dynamos and pumping apparatus.

Wheeling W. Va. The Wheeling Stamping Co. are moving into their new building, which is connected with their present quarters by a bridge at the second story. The new edifice is composed entirely of concrete, brick and steel, and is absolutely fire-proof, no wood being used in its construction. It will add fifty per cent to their capacity. As soon as they are installed they will manufacture, in addition to their present lines of lamp burners, lanterns, etc., tooth-paste tubes and other articles of like nature.

HE who seeks friends must make his own friendship worth seeking.

AT ST. LOUIS.

BY the consolidation of the interests of the Westermann China and Glass Co. and the Krenning Glass Co. the largest jobbing queensware house west of the Mississippi has been formed. The Krenning-Westermann China Co. the new title of the combined establishments. The firm have twenty-five men on the road and are contemplating to increase the force in the near future.

* *

F. Bremermann, buyer of the St. Louis Glass and Queensware Co., retnrned to his desk last week after a two weeks' trip to New York City and other Eastern points.

* *

A. A. Blankenmeister, of the Blankenmeister Glass Co., jobbers in crockery, glass and fancy lines, left for Pittsburgh and New York this week on a buying expedition.

* *

W. S. Ford & Co., jobbers of crockery and glass, have just fitted up the newly-instituted "City Club" with a fine line of china and silverware.

* *

Mermod, Jaccard & King, buyers of fine cut glass, are making an inventory of their goods preparatory to ending their business year February 1.

* *

Chas. C. Mayer, former traveling staff representative of the "Commoner and Glassworker," Pittsburgh, has opened sample rooms in the Granite Building, where he is exhibiting the Chippendale line of the Jefferson Glass Co., the Monongah Glass Co.'s hotel and bar supplies, and the Wm. Brunt Pottery Co.'s line. Mr. Mayer's thorough knowledge of glass and his wide acquaintance in glass circles stand him in good stead in his present position.

* *

Louis Levien, of the Louis Levien Cut Glass Co., and W. H. Arden, representing the Shenango Pottery Co., were registered at the Planters' Hotel last week.

FOREIGN TRADE OPPORTUNITIES.

AN American consul in Canada reports that a business man in his district desires the names of exporters of fancy candle and electric light shades. This dealer states that this class of goods is not on sale in the province in question, and that he has had many inquiries the past season for such shades. Further information may be obtained by addressing File No. 6085, Bureau of Manufactures, Washington, D. C.

An American consul in Europe states that a business house in his district desires to secure the local representation of American manufacturers of all kinds of kitchen utensils and articles of household use generally. There is a large demand for this class of goods, which is supplied principally by German manufacturers at the present time. Address File No. 6073.



Around the New York District.

THE new domestic and imported samples, as a whole, are superior to last year's offerings, and seem to indicate that the American public has been educated to the point where it demands better ware and tastefulness in decoration, rather than showy pieces of uncertain quality.

Morimura Bros. have received all their import samples for 1911 and show many atttractive novelties in all kinds of Japanese ware. They report that business has opened very well and that they are looking for a good trade all the season.

Whether the men in the District are attempting to approach that manner of godliness which was on the mind of the writer of the axiom about cleanliness is speculative. At any rate, a number of concerns are having their display rooms scrubbed, painted, papered, kalsomined and varnished, so that there will be no uncongenial surroundings to detract from the beauty of the new lines.

The Intaglio Colonial line of pressed glassware made by the Fostoria Glass Co. met with instant approval in this market. It possesses novel and graceful shapes, and is a very good imitation of genuine cut glass.

E. W. Hammond and M. S. Benford, both well-known cut glass salesmen, have formed a partnership to handle the cut glass line of Emil F. Kupfer, of Brooklyn. Their headquarters are at 65 West Broadway.

Fifty new pieces of lighting glassware have been added to the already extensive assortment of samples on display at the local wareroom of the Consolidated Lamp and Glass Co. Manager Dougherty is listening to all kinds of nice things about the latest arrivals, and a fat envelope full of orders is dispatched to Coraopolis every night.

That the importers are expecting a good year is evident from the fact that many are engaging additional help.

New additions to the S. A. Weller ivory art ware line of jardinieres, pedestals and ferns have just been received by Geo. H. Woodworth. They embrace new shapes with fruit or floral decorations in relief, retouched with an exquisitely harmonizing shade of brown. If anything, the beautiful ivory finish has been again improved on. A large consignment of new samples in the colored glazed ware has arrived and will be placed on display within a few days.

Geo. A. Malone, who represents the Eagle Glass and Mfg. Co. in this city, has his new wareroom in apple-pie order. The new goods are very effective, and comprise many novel and attractive designs.

It was expected that the Woolworth edifice now in course of erection corner of Broadway and Park place would house a number of the crockery and glass fraternity, but the JOURNAL learns that the building is to be constructed for office accommodation solely, and this does not make it available for the use of stock houses or importers who have large showings of samples.

E. J. S. Van Houten has perfected a revolving gas light for window decoration. The gas enters a chamber sealed with water, passes throgh a tube to three horizontal burners, the pressure of the gas

causing the lighting device to revolve on a pivot. The one on view in his window is made of glass, so that the whole operation may be seen. It is a novel affair and ought to meet with a big sale.

A. R. Marryatt received his first new samples on Monday from the Pioneer Cut Glass Co. The new floral cuttings have been greatly improved on, and the polish appears to be brighter than ever. The samples include two new sugars and creams, new trumpet and lily vases, and several jugs.

The entire staff of salesmen of C. B. & J. Warner have started to cover their respective territories, and the early reports received at the New York office are very reassuring. The Turner & Seymour plant is prepared to take care of a largely increased business during the coming year, and the indications are that business will be very good.

The dealers who were rather skeptical about going in for shower lights last year are beginning to realize that they made a mistake, and are stocking up with the new goods.

At the showroom of Wm. Guerin & Co. a transformation is rapidly taking place in the display as the fine import samples are being unpacked and placed on the tables. The service plates and dinnerware this year show some of the best work this well-known Limoges factory has produced. An excellent lot of last year's import samples is being closed out at attractive prices.

The Geo. H. Bowman Co. is planning to make quite a display at the "White House" on Murray street during the coming import season. The new samples are rapidly coming in, and February 1 is set for the "grand opening." In addition to the New York staff, those who will assist in "receiving" are Geo. H. and Frank Bowman, Wm. M. Oddie, Dave Bostwick and Chas. Ellis.

A. H. Ledden has good reason to enthuse over the beauty and workmanship of the hand-painted underglaze line known as Emerald Deldare ware, for it is probably the best work yet produced by the Buffalo Pottery. Not many domestic potteries have had the courage to produce such high class work, under the fear probably that a selling price commensurate with the labor and artistic skill involved could not be obtained. The experience of the Buffalo Pottery has proven conclusively that domestic ware can command its price when originality in design is combined with skillful workmanship. Emerald Deldare ware is of the calibre that will eventually make the slogan "Made in America" an asset of value to the domestic pottery industry.

MONTHLY SUMMARY OF IMPORTS.

THE imports of earthenware, stone and china ware for the month of October, 1910, compared with the same month in the preceding year, were as follows:

	1909	1910
Great Britain	$241,123	$253,027
Austria	88,892	73,826
France	156,654	179,958
Germany	397,000	546,591
Japan	188,626	124,521
Other Countries	80,539	37,640
Other Europe		
Total	$1,097,854	$1,215,563

FOR TEN MONTHS ENDING OCTOBER.

	1908	1909	1910
Great Britain	$2,238 213	$2,281,537	$2,321,904
Austria	705 619	671,681	611,690
France	1,495 387	1,546,787	1,507,082
Germany	3,597,713	3,160,190	3,690 3 8
Japan	1,070,572	1,025,297	1,099,778
Other Countries	220,537	245,372	310,812
Other Europe			
Total	$9,442,054	$8,930,864	$9,481,094

TOYS

	1909	1910
Germany	$836,111	$1,040,290
Other Countries	68,511	77,721
Total	$904 622	$1,118,011

FOR TEN MONTHS ENDING OCTOBER.

	1908	1909	1910
Germany	$4,274,122	$4,828,168	$5,766,206
OtherCountries	436,613	472,318	670,038
Total	$4,710,735	$5,300,486	$7,436,244

GLASSWARE.

OCTOBER		FOR TEN MONTHS ENDING OCTOBER		
1909	1910	1908	1909	1910
$326 646	$213,554	$2,271,971	$2,841,1'0	$2,888,214

ARTICLES OF METAL ENAMELED OR GLAZED WITH VITREOUS GLASSES.

OCTOBER		FOR TEN MONTHS ENDING OCTOBER		
1909	1910	1908	1909	1910
$61,212	$56,634	$578,326	$647,271	$722,641



East Liverpool and Vicinity.

Hotel ware will hereafter be made by the Hall China Co. The first pieces of the new line were put through the glost kilns last week, and the decorated lines will be ready within a few days.

* *

The Colonial Pottery Co. announces the appointment of the following representatives: Barthmaier & Gundlach, Philadelphia, for Eastern Pennsylvania, Delaware and New Jersey; J. A. Schaafsma, Grand Rapids, for all of Michigan.

* *

F. S. Crowl, western traveler for the Smith-Phillips China Co., and W. L. Young, New England salesman, left for their territories with a complete line of new samples for spring. Joseph Davis, who travels the Middle West, will leave as soon as his samples are completed.

* *

The Harker Pottery Co. last week purchased the property of the National China Co., adjoining, thus increasing its capacity to thirteen kilns. Repairs and improvements are now being made at the plant, and as soon as completed the Harker interests will start operations. The National China Co., which purchased the Salineville, O., pottery last year, is shipping its molds there, and will concentrate all its efforts at that plant.

* *

The Ceramic Importing Co. has removed from its former location in the Thompson Building to the Citizens' National Bank building, where the entire second floor is occupied.

* *

The German-American China Co. is the name of a new jobbing concern just organized here which will make a specialty of handling domestic pottery assortments together with glass and enameled ware packages.

* *

John L. Harvey, of Niagara Falls, has been here looking over the pottery district with a view of erecting his electric kiln, details of which were recently exclusively described in the CROCKERY JOURNAL. Mr. Harvey spent considerable time with local electric light and power officials, and with J. T. Smith, of the Smith-Phillips China Co.

* *

H Ghysels, Columbus, O., is making inquiry for supplies of domestic pottery and glassware suitable for premium purposes.

* *

Buyers here since our last report were:

Frank Leonard, with H Leonard & Co, Grand Rapids.

Thomas Watson, of H Watson & Co, Saginaw, Mich.

Mr Laurens, of Laurens & Rowe, Oneonta, N Y.

George Mackie, with Falkner & Stern Co, Chicago.

T C Evans, Pittsburgh.

Walter Briggs, with Sibley, Lindsay & Curr, Rochester, N Y.

Horace Gray, of Cincinnati Glass and Queensware Co.

Joseph Levy, with Lewis & Neblett, Cincinnati.

Mr Caro, with Mitchell, Woodbury & Co, Boston.

Robert Caird, with Sweeney Co, Buffalo.

A Hansen, Cleveland.

S S Parkhurst, with S H Kress & Co, New York.

John P Hackenburg, Milton, Pa.

George Mackie, with Falkner & Stern Co, Chicago.

Fred Swasey, of Swasey & Co, Portland, Me.

Thomas Watson, of H Watson Co, Saginaw, Mich.

M F Kaag, of M F Kaag Co, Ft Wayne, Md.

Mr Proctor, of Jones, McDuffee & Stratton Co, Boston.

Arthur Blankenmeister, of F H Blankenmeister & Son, St Louis, Mo.

W H Yager, of Treyz Yager Co, Binghampton, N Y.

Silas Ichenhauser, Evansville, Ind.

G W Schermerhorn, Syracuse, N Y.

Coshocton, O.

The new buildings of the Pope-Gosser China Co. have been completed and are now occupied. The addition gives the firm an additional 15,000 feet of floor

space, thus facilitating the handling of orders. The demand for the "Louvre" dinner service this season is the most extensive ever experienced, and because of this demand the company was compelled to increase its capacity. The decorating shops have been enlarged and the general offices are being removed to the new building.

Carrollton, O. A. E. Albright has formed the Carrollton Pottery Co. with a capital of $100,000, and will operate the pottery already established here.

Trenton. The executive council of the N. B. O. P. has determined to continue fighting the various non-union potteries. Vice-President Hutchins states that there has been no let-up in the effort to unionize the Lambertville pottery, and the fight against that concern will be prosecuted with renewed vigor.

* *

A large automobile owned by Walter Lenox, president of Lenox Incorporated, was struck by a trolley car last Friday, and the trolley car came out second best. It was knocked from the tracks and before it could be stopped crashed into a pole on the sidewalk. Chas. Filor, the chauffeur, remained in his seat and escaped injury.

* *

The Turners, Throwers and Handlers Union is making a strenuous effort to better the condition of those engaged in electrical work. In a great many cases unskilled labor has been used in this branch, with the consequent lowering of wages. It is also claimed that men are frequently discharged who belong to the union and are replaced by non-union men for less money.

* *

In order to obtain more storage room for surplus stock the Trenton Potteries Co. contemplates the construction of a four-story addition to its warehouse.

LATEST EDITION OF CREDIT BOOK.

THE new credit book issued by W. T. Tebbutt, of the Crockery, Glass and Lamp Credit Association, has been distributed to the members. It contains a very complete list of all handlers of crockery, glass and lamps throughout the country. While the book is exceedingly valuable in itself, members have, besides, daily reports of the financial standing of the trade, and are thus enabled to protect their interests in failures or expected failures. The work has been carefully compiled, is thoroughly up to date, well printed and nicely bound in a morocco cover.

IMPORTS AT NEW YORK.

Petaining to China, Crockery, Glass, etc., for two weeks ending January 17, 1911.

ANTWERP

349	packages	glassware	B Gunthel
4	"	"	Graham & Zenger
2	"	"	Fenesterer & Ruhe
935	"	"	Miscellaneous Orders
246	"	chinaware	Theodore Haviland & Co
27	"	"	Vogt & Dose
8	"	"	Strobel & Wilken Co
35	"	earthenware	G F Bassett & Co
49	"	"	Bawo & Dotter
45	"	"	L Straus & Sons
5	"	"	J Wygand & Co
17	"	"	Koscherak Bros
14	"	"	L D Bloch & Co
18	"	"	Frank & DeKeyser
33	"	toys	Strobel & Wilken Co
1	"	"	F A O Schwartz
1	"	"	R H Macy & Co
8	"	"	C B Rouss
23	"	"	Knauth, Nachod & Kuhne
1	"	"	Frank & DeKeyser
22	"	"	Miscellaneous Orders

BORDEAUX

26	packages	chinaware	Wm Guerin & Co
8	"	"	J H Venon
20	"	"	Herman C Kupper
3	"	"	Bawo & Dotter
19	"	"	H R Churchill
34	"	"	Vogt & Dose
21	"	"	J Pouyat Co
227	"	"	Haviland & Co
44	"	"	Miscellaneous Orders

BREMEN

50	packages	glassware	L Straus & Sons
221	"	"	Geo Borgfeldt & Co
22	"	"	Endemann & Churchill
6	"	"	Knauth, Nachod & Kuhne
30	"	"	A Steinhardt & Bro
16	"	"	Samstag & Hilder Bros
62	"	"	Strobel & Wilken Co
393	"	"	Miscellaneous Orders
13	"	chinaware	C E Wheelock & Co
91	"	"	Strobel & Wilken Co
181	"	earthenware	Geo Borgfeldt & Co
61	"	"	Knauth, Nachod & Kuhne
48	"	"	Karl Hutter
57	"	"	Bawo & Dotter
72	"	"	Miscellaneous Orders
722	"	toys	Geo Borgfeldt & Co
119	"	"	F W Woolworth & Co
48	"	"	F A O Schwartz
14	"	"	Samstag & Hilder Bros
262	"	"	Strobel & Wilken Co
517	"	"	Miscellaneous Orders

COPENHAGEN

84	packages	toys	Geo Borgfeldt & Co
24	"	glassware	Frank & DeKeyser

TRIESTE

956	packages	glassware	A L Crawford

SOUTHAMPTON

6	packages	chinaware	C L Dwenger
8	"	"	L D Bloch & Co
4	"	"	Ceramic Importing Co
5	"	"	Lazarus & Rosenfeld
84	"	"	H Creange
4	"	"	Blakeman & Henderson
96	"	"	Miscellaneous Orders

KOBE

37	packages	chinaware	L Straus & Sons
171	"	"	Miscellaneous Orders

CROCKERY AND GLASS JOURNAL

NEW YORK, JAN. 26, 1911.

THE CONDITION OF BUSINESS.

New York. Every day now adds to the prospect of a large spring trade. Although buyers have not yet made their appearance in large numbers another week will probably see them in force. Inquiries are constantly being received by the wholesalers with reference to the readiness of their displays, showing that buyers are in need of goods.

Travelers who have visited New England and other places within two or three hundred miles of New York are reporting excellent business—in most cases far better than last year.

The glass sales in Pittsburgh have exceeded the most sanguine expectations. Not only have the buyers taken larger quantities, but there has been so little haggling over prices that the salesmen find it a pleasure to meet buyers and take their orders. The exhibit closes this week, and the men will take to the road with bouyant feelings.

The potteries at East Liverpool have done a great deal more business than they did last year—and that was a big season too. Should the ratio of sales for the month of January keep up in proportion the potters will add another million dollars to their sales this year.

Retail trade in New York is normal. Some clearance sales have been held preparatory to stock-taking, which task is now under way in many establishments. When inventories are being made but little buying is allowed; consequently, so far as the local trade is concerned, the wholesalers say it is dull; but as almost everybody is short of stock, when buying does begin it ought to be heavy.

Trenton. Business is somewhat spasmodic at the present time—one day showing excellent orders, while the next finds only a fair amount of business. Conditions, however, are quite satisfactory, and every plant is working full-handed.

Pittsburgh and Vicinity. So far this month there has been a generous demand for glass, and the best lines are moving steadily. Generally speaking, orders are heavier than a year ago, and specifications call for somewhat earlier delivery.

East Liverpool and Vicinity. It is generally admitted that not as many buyers were in the local market this year as during January 1910. The volume of business placed during the month, however, will compare favorably with that of a year ago when the extent of the mail business is taken into consideration. Dinner ware in open stock patterns has been moving the best. Some of the assortments have had a big sale, while special propositions have had a good run

AT ST. LOUIS.

THAT E. A. Cosgrove, in W. Barr's department store, presides over the largest and most exquisite collection of cut glass floral effects in America is the assertion of traveling men. The firm controls the agency of five floral straight cut patterns, one of which embraces 293 shapes. Barr's January sales in general lines of crockery and glass are the talk of the town. "It has been many years since the like was experienced in St. Louis," said Mr. Baker, one of the firm's buyers, whose Eastern trip is scheduled for the middle of February.

In Schaper Bros.' cut glass department, which was installed only a few months ago, trade has been so far beyond expectations that the buyers will not only replenish depleted stocks, but greatly enlarge them.

"Our trade in both crockery and glass is excellent, and the outlook for the ensuing season has a very promising aspect," said Mr. Schuchat, buyer for the "Famous."

The Krenning-Westermann China Co. report a tremendous January business. Another month or more will expire ere all of the Westermann stock will have been transferred to the new institution's ware houses.

Jack Kennedy, of the Roseville Pottery, Zanesville, O., was registered at the Southern hotel last week.

J. H. Johonnot, of the Sterling Cut Glass Co.; Cincinnati, was registered at the Planters'

A two weeks' sojourn was ended in St. Louis last week by S. G. Lease, who represents D. F. Haynes & Son, Baltimore potters.

C. H. Parshall, local representative of the Ohio China Co. and the Potomac and Wellington glass companies, is still carrying his arm in a sling; but he is on the job nevertheless. His son is on the road to recovery from a severe siege of typhoid fever.

A rich line of solid gold decorated china samples has arrived this week at C. C. Mayer's sample rooms in the Granite Building. Samples of decorated tableware, novelties and souvenirs have also arrived and are shown under Mr. Mayer's management.

MAURICE BLOCK IN NEW COMPANY.

MAURICE BLOCK, formerly of the Anglo-American Crockery and Glassware Co., San Francisco, has organized the Anglo-American Importing Co. Mr. Ericson, his former associate, is also interested in the company. Headquarters are now being fitted up in San Francisco. The new company will handle French and German fancy china, and the English earthenware of Johnson Bros.

AT PITTSBURGH.

THE display of the Steubenville Pottery Co. at the Ft. Pitt Hotel this year was the most elaborate the company ever maintained here. Their dinner shape was shown in an almost entire new line of treatments, while the special ties, such as plaques, jugs, cuspidors, etc., were in the largest assortment. The exhibit was in charge of James B. McHugh, who at the close of the display left for the Western territory. Hereafter the lines of this concern will be represented in the Pittsburgh district by W. W. Lang, complete sample lines being displayed at the showrooms of Kinney & Levan. The Rochester Cut Glass Co. has also placed its line in charge of this firm.

William Rankin, formerly located here and representing several pottery and glass lines, is now traveling the Central Pennsylvania district for John Hackenberg, of Milton, Pa. He was at the Ft. Pitt Hotel last Saturday.

Arthur Blackmer was at the Hotel Henry during the past week with his line of cut glass.

Jas. Donaldson has been appointed local representative for Jos. Irons, manufacturers' agent, New York. He has opened in the Oliver building.

Harry Lewis, for many years with the Pickering store, will assume the management of the glass and china departments at the Jos. Horne Co. next Monday. He succeeds Robt. Orr, who left to take charge of the Columbus office of Kinney & Levan.

A report was circulated without the least bit of foundation that Jule Braun, the jovial salesman of the Federal Glass Co., had severed his connection with that concern. "I'm still on the job and still taking orders for the Federal, and I guess I'll be on the job during the balance of the year," said he before leaving the Ft. Pitt Hotel for the home office a few days ago.

A quartet of glass salesmen gathered at the Ft. Pitt Hotel a few nights ago and the subject turned to poultry raising. It developed that all four rode the hobby—one of the number having a flock of over 200 laying hens. Whenever these salesmen meet now the conversation immediately turns to egg production.

"Uncle" Joe Harris's visit to the exhibit this year had to be cancelled after all. He is again on the sick list.

The New York Crockery and Glass District.

THE new lines for 1911 are now pretty well displayed. The decorations shown this season have a tendency toward more color than last year, but of course there are many still in the delicate patterns and tints that have ruled during the last two or three seasons. Pinks and greens predominate, with a decided leaning toward green; and as the latest reports Paris fashions for women indicate a return to the of Empire style and Empire green, those who have been fortunate enough to select that color for their china decorations this year will probably reap a harvest. The manufacturers every year strive to inprove in style and design, and the result this season is exceedingly gratifying.

Herman C. Kupper's display of Ahrenfeldt and Schierholz china this season is a "dream." To make an entirely new shape in a cup is an achievement, and the one they have produced is, without disparaging the work of other manufacturers, the prettiest ever made in French china. The new decorations are original, attractive and out of the ordinary. Their gold incrustations are, as usual, cleverly done, and show many new patterns. The fancy plates are exquisite, and include designs absolutely new at exceedingly moderate prices. The line is the largest they have ever displayed and the most attractive. In Schierholz ware there are so many exquisite things that it is impossible to begin to enumerate them. Improvements have been made in the matter of raised flowers, and the color schemes are new and beautiful. As a matter of curiosity, if nothing else, every buyer who comes to New York should see these two lines.

The displays of French, German and Austrian china in the big Bawo & Dotter establishment have been enlarged, both dinner ware and fancy goods, and the large number of visiting buyers who call every season will have a new and refreshing view on every floor.

New decorations on "Kinran" vases and white bone china with border decorations are the main featutes of the 1911 imports at Vantine's. The vases are shown in entirely new colorings, and a number are made in the celebrated white bone body. The dinnerware and fancy lines have been considerably augmented, the latter containing many new pieces shown by this firm exclusively. The line of 'Awata' vases is stronger than ever.

A. Gredelue has on display a number of new designs in Baccarat tableware. The line is larger than usual, and particular attention has been given to combination gold and enameled patterns having a tracery effect that is very rich. There are also a number of attractive deep and light rock crystal and colonial cuttings.

William D. Dougherty, manager of the Consolidated Lamp and Glass Co.'s New York office, has just received a line of glassware having maple leaf decorations in full colors. The leaves are fired on the inside, and show up in relief when lighted. The combination of etching on a frosted ground in conjunction with the colored leaves is very effective.

Whenever trouble is experienced with a lamp it will be found in the majority of cases that a faulty burner is the cause. The Manhattan Brass Co. is producing four styles manufactured entirely of brass which for practicability are claimed second to none.

Edward Boote's lines of Cauldon china are now on exhibition. The rich plates are richer than ever, and the designs are truly beautiful. It goes without saying that the workmanship is excellent. The acid decorations are in some cases very elaborate, and there are also lines at very moderate prices.

C. H. Taylor has taken the agency of the Rochester Cut Glass Co., Rochester, Pa., who make cut tumblers exclusively.

The new sample lines of John Davison embrace some splendid specimens of Coalport bone china, together with original ideas from Geo. Jones & Sons.

Many new additions have also been received to the Stevens & Williams glass in rock crystal cuttings. The most striking new features in the latter line are the comparatively low priced flower holders and punch-bowls.

Geo. F. Bassett & Co. have placed on their tables some new French china short lines in a variety of tasteful decorations. Considerable hand work has been done on many of them, and the color harmony and execution are very good. The firm's salesmen began booking orders on them immediately they struck the road.

At the showrooms of the Strobel & Wilken Co. the new import samples are on display. The line is especially strong on hand painted fancy goods and dinnerware. An elaborate assortment of steins—a renewal of a line carried some years ago—is a new feature of the display. The fancy plates and odd pieces show originality in conception and excellent workmanship. Their doll and toy lines are so full of attractive items that it would be invidious to single any out for special mention.

Among the many catchy signs displayed on the desks of busy men around the District is one which reads "Cable Crossing; Don't Anchor Here!"

Fondeville & Van Iderstine have just opened their lines from Luneville. This factory has made a great success with jugs, among other things, and this year has brought out a new shape which is prettier, if possible, than the one it ran last year. The striking feature is a broad gold band at the top with decorations of poppies in red and white. There is a long line of fruit plates and a fancy line of small articles too numerous to mention. The quality of this ware s well known, as is its reputation for attractive decorations. There is no line just like it on the market, and buyers seeking novelties will do well to examine this attractive display.

The Guernsey brown and white cooking ware line is now displayed to much better advantage than formerly in the new showroom of Bates & Ledden at 65 West Broadway. A full line of the many sizes and shapes is exhibited. The company recently issued a revised price list for the convenience of buyers in which both the list and net prices are given, thus saving the buyer the trouble of figuring discounts.

"Ambrosial" ware is the latest addition to the Meakin & Ridgway import showing. The new line consists of over a hundred pieces, with decorations on an ivory body consisting of reproductions of famous paintings and gold incrusted bands. It is made up of strictly fancy goods and is especially adapted for souvenir purposes.

Julius Palme has just completed renovating his big Barclay street showroom. New shelving has increased the display space, and the entire interior has been done in white. A large consignment of new samples arrived last week and these will probably all be on display by the end of this week.

AT BOSTON.

FROM reports brought back by travelers who have ventured on business trips around New England, conditions are good. Stocks are low, and even a fair retail trade will cause a great deal more of wholesale buying. Industrial conditions average good, and it seems a very propitious time for securing a lot of New England business.

John E. Sawyer, representing the McKee Glass Co. of Jeannette, Pa., the Indiana Glass Co. and the American Glass Specialty Co., had a fire last week which damaged his samples more or less.

Ed. E. Wilgus, with the Buffalo Pottery, will open up his line for a week at Young's Hotel shortly.

Geo. W. Beals has finally departed for that Southern trip, being delayed until Monday. William Swain will act as office patrolman for the next two weeks.

If matters go right the glass trade can boast of a selectman next month, as D. J. Mahoney is running for that office in Sharon.

J. J. Dunn, with the electric line of the Pittsburgh Lamp, Brass and Glass Co., leaves for a two weeks' trip in New England. J. W. Power, "the oil man," is working around Boston with good results.

Joseph H. Machler, glass buyer with George C. Peck Co., Pawtucket, R. I., was here buying goods last week—his first appearance for six months.

Miss Catherine Barry is in charge of the crockery and glass department of Houghton & Dutton, in the absence of John J. Curry.

Murt S. Wallace, the United States Glass Co. man, has returned from Pittsburgh. M. A. Lovell is planning to cover the "high places" in New England next week.

The Jordan-Marsh Co.'s glass and china department is under the management of Mr. Russell while

James J. Hanning is in Europe. Miss Bean, assistant glass buyer, has recovered from her illness.

Harry M. Hollender, glass buyer, has been re-elected vice-president of the Henry Siegel Co. Mutual Benefit Association.

H. J. Smith, Cox & Lafferty's theologian, has left Boston with his new samples for a jaunt Down East.

Geo. A. Granville, the Heisey man, has returned from his New England trip, which he reports was very successful. Painters have been working in his rooms since the recent fire and his display is now resplendent in white and mirrors.

George Weston, toy buyer for the Jordan-Marsh Co., has severed his connection.

E. J. Tucker, of Chase & Francis, will board at the various cities in Western Massachusetts for the next ten days. Joe Pindar says the new samples are the best ever.

The local offices of L. Barth & Son, hotel crockery, have been closed. It is understood that S. Y. Pierce, their representative, will cover the field as usual the sample display room alone being given up.

H. Davis, operating a retail store in Rockland, Me., wrote out some interesting orders in the district last week.

New samples are being received daily. Those who have received a part or the entire 1911 line are; J. Frank Hinckley, J. S. Dawes, A. E. Haskell, Geo. W. Beals, Chase & Francis, Wm. R. Claflin, S A. Weller, Geo. A. Granville, Fostoria Glass Co., United States Glass Co., Pittsburgh Lamp, Brass and Glass Co., Harry B. Hollis, John J. Reed and John W. Power.



THE BUFFALO POTTERY EXHIBIT AT FORT PITT HOTEL, PITTSBURGH.

Two buyers in from the Spindle City this week were Frank Smith, of the A. G. Pollard Co., and Mr. Ryan, of the Bon Marche Co. Mr. Fisher, of Nelson's, Manchester, N. H., was also a visitor.

E. J. Purinton will represent the National China Co. in New England for 1911, same as last year, and in addition will cover Central and Northern N. Y. State. Ed's headquarters and residence are at Dover, N. H.

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

Published Every Thursday

BY

WHITTEMORE & JAQUES, Inc.,

92 West Broadway, New York.

EDITORIAL ROOMS, TEL. 5092 BARCLAY.

MECHANICAL DEPT., TEL. 5086 BARCLAY.

SUBSCRIPTION RATES, INVARIABLY IN ADVANCE:

United States	$2.00
Canada	3.00
All other foreign countries in the postal union	4.50
Single copies	.10

In remitting subscriptions please send Postal Money Order.

Make all checks and drafts payable to Whittemore & Jaques, Inc. Out-of-town checks should bear the words "With New York Exchange."

Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, JAN. 26, 1911.

A CHEERY OUTLOOK.

DURING the past year the CROCKERY AND GLASS JOURNAL persistently sought to controvert the undercurrent of doubt created by a bearish faction which sought to discredit financial conditions. We may be pardoned for referring to the fact that while last spring these pessimists were insisting upon the failure of the wheat crop, that fruits would be scarce, and a dozen other reports of like nature, we claimed that the statements were false, and sent out merely for effect. The man has a short memory who does not recollect that fruits and berries never were more plentiful or finer than last year; that the wheat crop proved ample, and within fifty thousand bushels of the year before. Now comes a financial report on cotton which shows that it was the biggest season since 1908, wheras the calamity howlers were predicting an immense shortage.

The crockery trade has been complaining bitterly all through 1910. Now, if figures prove anything, the business was by no means bad. We are in receipt of the government reports for the eleven months ending November, 1910, showing that up to December 1 the imports of earthenware and china were $10,532,955 as against $9,874,529 in 1909 and $10,125,918 in 1908. These figures are rather significant in view of the fact that 1910 was thought a "bad" year. Add to that a gain of more than a million dollars by the American potters, and the total sales for this "bad" year will very nearly equal 1907, which was one of the best years in the history of the trade. So much for volume.

Profits may be a different matter. Prices were ridiculously low, although almost every other commodity in the country was higher. The cost of doing business was greater, for the hand-to-mouth buying policy added to the expenses of every shipper, to say nothing of the annoyance of dispatching small lots.

Let us hope for better things in 1911. The glass men have advanced their prices a little without difficulty. The potters have been slow to awake to the fact that they could get more for their goods, and having set the pace in January will probably do nothing much in that direction except as individuals before July. Foreign goods are firm, but there has been no material advance. If buyers will only now purchase in the quantities they were formerly in the habit of taking, avoiding extra packing and cartage, the manufacturers and importers will at least be able to make a fair profit. The skies are clear. Drop pessimistic talk and feeling, and make the trade what it ought to be!

PERSONAL.

THE struggle for the Panama Canal Fair between New Orleans and San Francisco still goes on. Winfield Gauche, a crockery merchant of New Orleans, has been interviewed by the "Daily Picayune" and says that in his opinion foreign nations would not take chances on sending exhibits to San Francisco without the prospect of a substantial indemnity on the part of the United States government. San Francisco will undoubtedly take a different view of the matter. The latest phase of the controversy is that the latter city has signified its intention to hold the fair irrespective of government assistance and sanction. What will New Orleans offer to counteract this?

James Hoare, senior member of James Hoare & Co., cut glass manufacturers, Corning, N. Y., was severely injured last week by falling from a street car here. He attempted to board a surface car and missed the hand-rail. He was taken to St. Vincent's Hospital, and afterwards to his home in Corning. His physicians say he will recover.

Chas. Streiff, with Wm. Guerin & Co., started this week for his regular Southern tour, making Philadelphia his first stop.

Isidore Grant, who resigned last week as china and glass buyer for J. R. Senior, 125th street, this city, has accepted a similar position with the David Straus Co., Newark, N. J. T. J. Finn has succeeded him at Senior's. Mr. Finn was formerly at the McCormick

store, Brooklyn, and before that with McAuslan & Wakelin, Holyoke, Mass.

Myndert A. Vosburgh and G. B. Newcombe, of the Manufacturers' Household Exhibition Co., returned on Sunday from their tour of the domestic potteries and glass factories.

Joseph Irons returned from a Southern trip last Thursday, during which he opened a branch in the Maison Blanche, New Orleans, leaving his son Andrew in charge. He has just taken the cut glass line of J. Halter & Co. for the Southern states.

W. Crocker, of Stewart & Crocker, is convalescing from an operation performed last week at the Post Graduate hospital this city.

Stanton Babcock has engaged with Gimbel Bros. in the supply department.

C. D. Vail, with Stewart & Crocker, departed Monday for a canvass of New England.

F. A. Robbins, jeweler, Springfield, Mass., was in the district last week buying clocks and cut glass.

A. J. Smith, president of the McKee Glass Co., Jeannette, Pa., left last week for a vacation in Florida.

D. E. McNicol and his son, D. E., Jr , who were visiting in Boston last week, arrived in New York Saturday morning. It was the young man's first visit to New York and he was very much interested. They also spent a day in Trenton before returning to East Liverpool.

Stanley Wilson, of Honesdale, Pa., has taken a position with the Wayne Cut Glass Co., Towanda, Pa.

Harry Heber has been added to the selling force of L. Straus & Sons.

Walter W. Church, formerly with Edw. Butler, has signed with Geo. Hamilton, and started for New England last Sunday night.

H. F. Mackenzie is showing the Bowman lines at Young's Hotel, Boston, this week. Wm. M, Oddie ran up from New York to assist for a few days.

W. B. Kemp, for ten years manager and buyer of the Bangor Department Store, Bangor, Me., will resign Feb. 1 to associate himself with Cox & Lafferty, this city, as salesman. He will cover New England, handling Japanese goods, cut glass, sanitary cooking utensils, etc. Mr. Kemp has had a very successful career with the Bangor Department Store, and is well equipped for a success in the larger field he will now enter.

A. Hashagen, who has been abroad in the interests of Bawo & Dotter, is expected home about January 31.

Henry Cronemeyer will leave February 1 for the Pacific coast to take charge of Bawo & Dotter's warerooms. He does not expect so see New York again till Christmas.

Ned. W. Mackie, formerly china and glass buyer for the J. M. High Co., Atlanta, Ga , has been appointed manager of the branch just established in that city by Joseph Irons, manufacturers' agent of this city.

Charles Kaiser, with Morimura Brothers, opened Wednesday at the Bingham, at Philadelphia, where he expects to stay for the coming month.

Geo. H. Service, who was married in England January 11, arrived with his bride Tuesday on the Laurentic.

Frank Zoellig, who has charge of the Pittsburgh office of Bawo & Dotter, is on a visit to the city.

Wm. Oddie, of the Geo. H. Bowman Co., spent a few days in New York this week and will be back here next week.

Miss Julia Mann, who buys cut glass for Marshall Field & Co., Chicago, arrived in New York Wednesday afternoon for a brief stay, intending to return to Chicago Saturday night.

Andre Guerin, of Wm. Guerin & Co., who has been in Europe for several months, is a passenger for New York on the "Savoy," due to arrive on Saturday.

Chas. Levy, formerly salesman for an enameled ware firm, has engaged to travel for Koscherak Bros.

G. H. Grant, china and glass buyer for the New England Carpet and Furniture Co., Minneapolis, has resigned.

James Moss, with the Tritt China Co., Niles, O., came in on Tuesday for the purpose of seeking a location for a permanent office here.

NECROLOGY OF THE YEAR.

THE list of those connected with the interests represented by this journal who have passed away during the past year is as follows :

W. L. Taylor, 39, with Knowles, Taylor & Knowles Co.

Albert Presley Burchfield, 66, vice-president of the Jos. Horne Co., Pittsburgh.

James Bagnell, slip maker at International Pottery, Trenton.

James Tracy, buyer for John Mullins & Co., Jersey City, N. J., 50.

Leonidas R. Hall, old-time lamp and brass man, 69, Brooklyn.

Wm. T. Rowe, 60, old-time crockery man, West Somerville, Mass.

L. C. Lewis, 40, with H. Strasburger & Co., this city.

Chas. E. Garrison, cashier and financial manager Theo Haviland & Co., this city.

John H. Hobbs, 83, veteran glass man, Boston.

Julius H. Kappes, 34, with B. F. Drakenfield & Co., this city.

W. S. Chambers, 73, retired pioneer glass manufacturer, Manor, Pa.

Henry P. Newcomb, buyer for the Joslin Dry Goods Co., Denver.

Walter Munson Roach, 21, pottery operative, Zanesville, O.

D. T. Mershon, president Electrolytic Art Metal Co., 61, Bloomfield, N. J.

Henry A. Mellen, 83, member of the firm of Norcross, Mellen & Co., Boston.

John W. Putts, 58, head of J. H. Putts Co., Baltimore.

James Higgins, 33, operative at Maddock Pottery Co., Trenton.

Harry Podmore, 62, superintendent of Empire pottery, Trenton.

William H. Barker, 65, formerly of "China, Glass and Lamps."

F. Burton, president Ionia Mfg. Co., Trenton, 57.

J. Eisenhauer, crockery merchant, Frederick, Md.

Wm. B. Andrews, retired glass-cutter, 84.

Wm. Matthews, 65, flint glass worker, Tarentum, Pa.

Geo. Riechenbacher, 41, president Irving Cut Glass Co., Honesdale, Pa.

Wm. R. Farrington 79, Poughkeepsie, N. Y., crockery merchant.

William J. Crossey, 39, potter, Trenton.

Joseph S. Hamilton, pioneer glass manufacturer, Pittsburgh.

Richard C. Oliphant, formerly connected with Delaware Pottery Co.

Henry C. Fox, 91, of H. C. Fox & Sons, Philadelphia.

Thos. P. Foy, kilnman at International Pottery, Trenton.

Oscar Kropff, with Geo. H. Wheelock & Co., South Bend, Ind.

Wm. Roser, presser in Burford china plant, East Liverpool, 30.

Lee Laughead, 44, Taggart glass factory, Morgantown, W. Va.

Frederick H. Fox, 53, glass manufacturer, Pittsburgh.

Wm. Bracken, Jr., 28, glass worker, Monongahela, Pa.

J. C. Green, 57, Corning (N. Y.) glass works.

Martin Flynn, operative potter, Trenton

Thos. B. Wilton, 58, crockery man, Trenton, N. J.

James Leigh, 41, employee of Greenwood China Co., Trenton.

Wm. H. Provost, East Trenton, potter.

Jonathan William Brooks, 63, vice-president Pitkin & Brooks.

James R. Windor, 53, Delaware Pottery, Trenton.

Otto Phole, operative at Thomas Maddock's Sons pottery, Trenton, 40.

Edwin Aspinall, American agent Twyford Sottery Co., England, 78, Brooklyn.

Edward Davies Dithridge, 75, glass manufacturer, Pittsburgh.

Archibald M. Maddock, pottery manufacturer, 54, Trenton.

Ira F. Fickes, 51, Lancaster (Pa.) china dealer.

James H. Bunger, operative potter, Sanitary Earthenware Specialty Co., Trenton.

John W. Patterson, 54, manager Wellsville China Co., East Liverpool.

Anthony Fagella, employee Greenwood Pottery Co., Trenton,

Geo. W. Wood, crockery packer, Trenton.

William Philpot Greer, 65, secretary-treasurer Greer-Milliken China Co., Pittsburgh.

Major Seymour C. W. Dunlevy, 68, United States Glass Co., Pittsburgh,

Edward Lycett, Sr., pioneer in the art of china painting, La Grange, Ga.

Henry Karl Dangler, pottery worker, East Liverpool.

Chas. Van Dyke Gulick, merchant, Princeton, N. J.

Benjamin C. Tower, 78, crockery man, Oakland, Cal.

Hiram Burton, potter, Roseville, O.

Hugo E. Kuellenberg, 42, with Geo. Beorgfeldt & Co., this city.

O. H Parks, salesman for Sohm, Ricker & Weisenhorn, Quincy, Ill., 54.

Jacob J. Kearns, factory manager Fostoria Glass Co., Moundsville, W. Va.

Henry Thompson, member Crescent Cut Glass Co., Newark, N. J., 57.

Michael Malone, 55, well-known potter, East Liverpool.

William S. Gutierrez, salesman for James M. Shaw & Co., 70, New York.

James Smiley Wightman, 55, glass manufacturer, Youngstown, O.

Albert W. Jack, 69, vice-president Star Headlight Co., Rochester, N. Y.

William Moulds, 66, president Monongah Glass Co., Fairmont, W. Va.

Henry H. Fink, with Chas. Ahrenfeldt, this city, 61.

Franklin S. Williams, assistant treasurer Jones, McDuffee & Stratton Co., Boston, 60.

Samuel L. Leigh, potter, Trenton, 55.

Edward H. Murray, crockery merchant, Watertown, N. Y., 43.

Matthew McDonald, vice-president McDonald Bros. Co., Minneapolis, 62.

Irwin R. Brayton, retail crockery and glassware, Buffalo, N. Y.

Joseph H. Shoenberg, with May Department Store Co., died at Bad Nauheim, Germany, 56

Julius L. Brown china collector, Atlanta, Ga.

Pliny Fisk, old-time potter, Trenton, 83.

H. S. Lincoln, veteran salesman, 72, this city.

Nathan Hamburger, 55, vice-president Gimbel Brothers, Milwaukee.

David Froelich, 47, president Ludwig Bauman & Co., this city.

Harry J. Axt, of the firm of S. Sternau & Co., Brooklyn.

Col. C. J. Seiter, of Higgins & Seiter, this city.

Chas. J. Albright, president Limoges China Co., Sebring, O.

John H. Derby, traveling salesman Limoges China Co., Sebring, 48.

George Frederick, manager decorating department Limoges China Co., Sebring, O.

Joseph Snedeker, 35, sales manager Limoges China Co., Sebring, O.

John A. O'Niell, potter, Trenton, N. J , 60.

E. Morgan Brookfield, Brookfield Glass Co., this city.

Thomas Copestick, St. John's, Canada.

Frank F. Boyd, traveling salesman for F. W. Miller & Co., Boston, 60.

Lawrence Froeber, Froeber & Vollrath, this city, 41.

John D. Rapelye, 57, crockery salesman, Brooklyn.

George H. Martin, 97, potter, Trenton.

Walter F. Coxon, employed at Elertric Porcelain plant, Trenton.

George E. Kay, china and glass salesman, Troy, N. Y.

William Kaiser, manufacturer of chimney tops, Madison, Wis.

H. D. Murray, actuary American Association Flint and Lime Glass Manufacturers, Pittsburgh, 67.

James Tams, 66, potter, Trenton.

John O'Gorman, 76, old-time crockery man, New Haven, Conn.

John L. Dannenhoffer, 39, glass manufacturer, Brooklyn.

Arthur W. Caziarc, 63, former crockery salesman, city.

Oscar H. Schroeder, 46, kilnman, Crown Pottery, Evansville, Ind.

C. E. Wheelock, 52, president C. E. Wheelock & Co., Peoria, Ill.

Lucien Creange, 34, secretary-treasurer Henry Creange, Inc., this city.

James Birchell, 35, potter, North Trenton, N. J.

Chas. Opdyke, employee Empire Cut Glass Co., Flemington, N. J.

Captain Ephraim Rezeau Cook, 79, of Cook & Jaques, Trenton.

Judge Robert W. Tayler, 58, Lisbon, O.

Wm. Loruenser, 43, one time manager of the retail department of A. A. Vantine & Co., this city.

Joseph S. M'Kell, Chillicothe, O.

Lazarus Kohns, 86, formerly of L. Straus & Sons, this city.

Wm. D. Gowdy, with Monument Pottery, Trenton, N. J.

Ernest L. Slocnm, 41, glass salesman, Dartmouth, Mass.

James Barlow, formerly moldmaker at the Brunt pottery, East Liverpool, 60.

Josepeh Nelson, Trenton potter.

Isaac Stern, of Stern Bros., this city.

Wm. H. Shaw, 53, operative, Trenton, N. J.

Arthur Perkins, decorator, Trenton, N. J.

Owen Lovett, with Cook Pottery, Trenton, N. J.

Arthur Boughey, 62, operative Trenton, N. J.

James Reid, operative, Trenton, N. J.

T. A. Rodefer, Roedfer Glass Co., Bellaire, O.

Mathew Connell, potter, Trenton, N. J.

Edward Ennis, potter, Trenton, N. J.

J. J. Burns, operative, Trenton, N. J.

Michael Lynch, operative, Bordentown, N. J.

J. L. Clark, with Kinney & Levan, Cleveland.

Patrick J. McGuigan, potter, Trenton, N. J.

BROOKLYN FACTORIES RESUME.

THE shut-down of the dozen cut glass factories of Brooklyn which has kept them idle for periods varying from two to four weeks is now practically over, most of the men having returned to their wheels this week.

The trouble had its inception in a dispute arising at the factory of Thos. B. Campbell, on South Eighth street, over the cutting of a new fern dish at the price fixed by Mr. Campbell, and the men struck. When the matter was presented to the local union a cutter was sent to the factory to make a test, and succeeded in cutting ten of the ferns in ten hours, thus sustaining Mr. Campbell's contention that his price was a fair one.

In the meantime, however, the manufacturers had got together and agreed not to hire any of the strikers. The union insisted that the Campbell men be given the preference, or a general strike would be declared. The manufacturers objected to the union's dictum, and with three or four exceptions shut down their factories, prepared to make a stand for the open shop. Then some of the manufacturers, being pressed to fill orders, broke from the ranks and agreed to the union's closed shop ultimatum.

The efforts of the manufacturers to hold together and withstand the encroachments of the labor unions appear to have failed utterly, and seven of the proprietors state that they will not enter into any further agreements unless a substantial monetary penalty is imposed for violation.

Considerable dissatisfaction is expressed by all over the low prices prevailing, and several express the belief that many items are being sold at a loss.

BIG ORDER FOR SOMEBODY.

A LARGE order for fine china and glassware is assured for some firm in the trade by the announced plan of the Ritz-Carlton syndicate which states that another Ritz-Carlton hotel will be erected at Broad and Walnut streets, Philadelphia, and opened about September 1 this year. Frederick N. Watrous, of New York, is representing the syndicate.

BUSINESS BRIEFS.

Snider & Alber, of Logansport, Ind., have dissolved partnership. John Alber will continue the business.

C. A. Mountjoy has been appointed receiver in bankruptcy for Saul Domroe, dealer in housefurnishing goods, 655 Tenth avenue.

The Ionia Mfg. Co., Trenton, N. J., decorators of china and glass, has been incorporated with a capital stock of $25,000 and the following officers: O. J. O'Donnell, president; M. O. D. Burton, treasurer; S. H. O'Donnell, secretary. President O'Donnell will continue his New York office at 76 Park Place.

Schedules in bankruptcy of the Playmate Toy Co., 152 Bleecker street, this city, show liabilities $10,192, and assets $392.

Benjamin Jackson has been appointed receiver in bankruptcy for Dave Belgard, dealer in housefurnishing goods, 525 Ninth avenue.

OBITUARY.

JACOB HARE, who until two years ago, when he retired on a pension, had been in the employ of L. Straus & Sons as stock man and selector for a period of thirty-two years, died January 20 after a lingering illness. His burial took place Sunday from the home of his sister.

Edward B. Manning, founder of the Manning, Bowman Co., died January 22 at his home in Meriden, Conn, aged seventy-seven. Strangely enough, the day of his death was his birthday anniversary. Mr. Manning retired from business thirteen years ago.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

TO	Shipments week end'g Jan. 7 '11	Corresponding period 1910	Exports Jan. 1 to Jan. 7,'11	Corresponding period 1910
Boston	194	156		
New York	419	213	....	....
Baltimore	....	527	....	....
Philadelphia	1	164	....	
New Orleans	67	25	.	....
Newport News	....	55	....	....
San Francisco	....	....	....	
Portland (Me.)	142	134		....
Galveston	11	1	....	....
Portland (Or.)	....		....	....
Inland Points	31	12	....	....
Total	865	1287	....	....

From the Freight and Shipping Circular of John Edwards & Co Liverpool.

TO	Shipments week end'g Jan. 7,'11	Corresponding period 1910	Exports Jan. 1 to Jan. 7,'11	Corresponding period 1910
New York	400	213	400	213
Boston	121	156	121	156
Philadelphia	37	164	37	164
Baltimore	....	527	....	527
San Francisco		....	....	....
New Orleans	67	25	67	25
Portland (Me.)	142	108	142	108
Galveston	11	1	11	1
Newport News	....	55	..	55
Portland (Or.)	...	....	....	....
Inland Points	31	12	31	12
Total	809	1261	809	1261

Among the Potteries
East and West

East Liverpool and Vicinity.

The month end sees all salesmen for local potteries out on the road, and the orders the manufacturers are already receiving indicate that the spring season will be a profitable one. Those in the West are doing very well, and those traveling in the East are getting a larger volume of business than last January.

* *

J. F. Dale, Boston, Eastern representative of the Thompson Pottery Co., has been spending a few days here.

* *

The Colonial Pottery Co. announces the appointment of H. E. O'Brien, 12 State street, Chicago, as its representative in that territory. During the past month the company has appointed eight resident representatives, and excellent results have accrued.

* *

Strange as it may appear, no cooking ware is made in the East Liverpool district, this product being confined to four potteries in other parts of Ohio and one in Eastern Pennsylvania. The demand for such goods is growing rapidly, and it would not be surprising to find a local plant taking up its manufacture.

* *

Tacked up at various points in the plant of the Warner-Keffer China Co. is a card bearing the following, and which is said to have produced excellent results: "Every man should work and feel that he is a part of the firm, and not merely a hired man. He should look after the business as though he owned it; and feel that if he in any way neglected his work the business would suffer."

* *

A special meeting of the stockholders of the Globe Pottery Co. was held during the past week, and the matter of making additional improvements to the property were given consideration. Semi-annual reports showed a satisfactory gain over the previons season.

* *

The "Westover" dinner shape of the Edwin M. Knowles China Co., recently placed on the market, is having the most remarkable sale of any pattern so far created by this firm. The treatments are of a high character, and as they are all open stock propositions the offering has been a most popular one with the largest buyers, both jobbers and department stores.

* *

The announcement in the JOURNAL that George C. Thompson of the Thompson Pottery Co., would be a Congressional candidate at the next general election was read with much interest by the trade, and as a result his candidacy is being boomed throughout the territory.

* *

Thomas Davidson, for several years general manager of the Owen China Co., Minerva, has resigned to take a similar position with the Carrollton Pottery Co. He has been succeeded at Minerva by his son, Thomas Davidson, Jr. The incorporators of the new Carrollton Pottery Co. are: E. D. and L. E. Henderson, A. E., N. E., and M. F. Albright, all formerly engaged the pottery business in this city.

* *

Since our last issue the following buyers have been registered in the district:

Leo Arnstein, with Ed Schuester & Co, Milwaukee.
William Gormley, with Kreuger & Co, Milwaukee.
W J Ludwig, with W L Milner & Co, Toledo.
W H Yager, Binghamton, N Y.
M B Paige, Peabody, Mass.
George V Millar, Scranton, Pa.
Mr Schiller, with Alexander Mfg Co, Sandusky, O.
S L Soleberg, with Sioux City (Ia) Crockery Co.
E W Sanders, Sioux City, Ia.
E A Hinrichs, of Omaha (Neb) Crockery Co.
E A Danders, Detroit.
J H Friedman, with Wren & Co, Springfield, O.
D D Breckenridge and M F Clay, with the Variety Stores Co, Cleveland and Ravenna, O.
Mr Osborne, of Osborne, Boynton & Osborne, Detroit.
William C Brown and Paul Warner, with the Erie Dry Goods Co, Erie, Pa.
V B Hovey, Marietta, O.
R M Slick, with Davidson Bros, Sioux City, Ia.
Mr Wyatt, Akron, O.
Messrs Stout and Norris, with Clarksburg (W Va) Crockery Co.

D Saunders, with Siegel-Cooper Co, Chicago.
C H Adams, Detroit.
A A Blankenmeister, of F H Blankenmeister & Co, St Louis.
G W Schimerhorn, of Central City Crockery Co, Syracuse, N Y.
S J Natkin, with "The Fair," Chicago.
Henry Fox, of Faulkner & Fox, Chicago.
Samuel Levy, New York.
H E Sexton, with Phillips-Buttorf Mfg Co, Nashville, Tenn.
Mr Moore, with Hale Bros, San Francisco.

Trenton. The question of a satisfactory kiln fuel is again absorbing the attention of Trenton pottery manufacturers. Experiments were made last week by the Maddock Pottery Co. and the Crossley Mfg. Co. with the so-called oil system of clay-firing, and several kilns were subjected to the process with marked success. The elimination of coal dust, sulphur and iron pyrites in the kiln, together with a uniform heat, are among its advantages. The new Lee burner is an important factor in its success.

* *

Trenton is this week celebrating "Know-Your-City" week, and the local manufacturers of pottery ware are participating extensively. Elaborate displays are being made by the Cook, Mercer, International, New Jersey China, Morris Brothers, Lenox, and Tatler Decorating companies.

* *

Daniel E. McNicol, of East Liverpool, and his son, were visitors here this week. The senior McNicol was a former Trentonian.

Perrysville, O. The Perrysville Pottery Co. has just filled an order for $8,000 worth of cooking ware from a Chicago concern. It is said to be the largest order for these goods ever placed by one firm for immediate delivery.

Cincinnati. The J. H. Stroble Pottery Co., which has been manufacturing a line of art pottery, has changed its name to that of the Stroble Tile Co., although the making of art pottery will be continued.

CLAFLIN BUYS JONES BROS.' STORE.

THE H. B. Claflin Co., has purchased at receiver's sale the assets of the Jones Bros. Dry Goods Co., the second largest department store in Kansas City, Mo. The price was $450,000 and assumption of liabilities to a certain amount.

IN TOWN.

Abbreviations—c, crockery; g, glass: hf, housefurnishings; l, lamps; t, toys; s, silverware.

THE following buyers have reported in town since our last issue:

J P Averill, t, and A Jasman, c, hf, with Meier & Frank Co, Portland, Ore. 31 Union square.
T A Neely, with Boggs & Buhl, c, g, Pittsburgh. 31 Union square.
H J Knatz, with Gimbel Bros, c, g, Philadelphia. 32nd street and Broadway.
O Davis, with J R Libby Co, hf, c, Portland, Me. St Denis.
C D Elwell, with Sears, Roebuck & Co, hf, Chicago. 438 Broadway.
L A Heywood, with Muse, Faris & Walker Co, t, Los Angeles. 31 Union square.
V M Smith, with Carter Bros, D G Co, t, hf, Louisville, Ky. 43 Leonard.
D B Cavanaugh, G B Peck D G Co, s, Kansas City, Mo. 2 Walker.
G E Bruorton, with Denholm & McKay Co, hf, c, g, Worcester, Mass. 2 Walker.
P Schaeffer, with Adam, Meldrum & Anderson Co, c, g, hf, s, Buffalo. 2 Walker.
I Halpern, with Pettis D G Co, t, hf, Indianapolis. 2 Walker.
F H Sturtevant, with Forbes & Wallace, hf, c, t, Springfield, Mass. 2 Walker.
Mr Buchanan, with National Mfg and Importing Co, c, g, Indianapolis.
L Stearn, of L Stearn & Sons, c, g, Williamsport, Pa.
Mr Gordon, of Gordon Jewelry Co, c, g, Shreveport, La.
A L Gauthier, c, g, Waterbury, Conn.
Mr Startup, of Startup & Knight, c, g, Middletown, N Y.
W H Boos, of W H & W M Boos, c, g, Toledo, O.
C B Heinecke, c, g, Petoskey, Mich.
Thos Cannon, with Edw Malley Co, c, g, New Haven
E Dolfinger, of J W Dolfinger & Co, c, g, Louisville, Ky. Hermitage.
E Blankenmeister, of F H Blankenmeister & Co, c, g, St Louis. Herald square.
B S Kaufman, of Kaufman & Co, hf, Colorado Springs. Imperial.
Neil McColgan, with Houghton & Dutton, c, Boston.
Mr Bryce, with Brown, Thomson & Co, c, Hartford, Conn.
Chas Smith, with Brown, Thomson & Co, hf, Hartford, Conn. 2 Walker.
C M Igel, with Kaufman Bros, hf, Pittsburgh. 648 Broadway.
F A Montei, with Fox & Co, hf, t, Hartford, Conn. 320 Church.
A M Jaeggie, with J F Stampfer, hf Dubuque, Iowa. 31 Union square.
T Barker, with R H White Co, hf, Boston. 320 Church.
B Karlbach, with John Hesse, t, St Paul, Minn. 1042 Trinity avenue, Bronx.
A E Ellis, with Almy, Bigelow & Washburn, t, hf, Salem, Mass. 2 Walker.
H J Mayers, with The Emporium, s, San Francisco. Fourth avenue.
W E Goodman, with M O'Neil & Co, hf, c, Akron, O. 2 Walker.
R J Calm, hf, and A J Kline, hf, c, with Dives, Pomeroy & Stewart, Reading and Harrisburg, Pa. 2 Walker.

Around the Glass and Lamp Factories.

Pittsburgh and Vicinity.

The end of the present week will witness the close of the annual glass exhibit at the local hotels. That the affair was a success from a business-getting standpoint is conceded by all.

A well-known Pittsburgh glass jobber says: "Not in years have we noticed the market as firm as this season. The stemware lines are exceedingly so. One manufacturer is being reported as receiving list for his goods. Bar goods are also very firm, and the demand for these lines is growing."

The high grade line of tableware being shown by the Westmoreland Specialty Co. for the first time this season is known as the "Floral-Colonial"—a very appropiate name. The polish on this line is the most remarkable ever shown in the district. The batch from which the glass is made is a special one, and costs more than the ordinary run of pot batches. It is the highest-priced tableware shown in the district, and within a short while the line will be increased by special creations to over 100 pieces.

Anent bar goods, the manufacturers of these are very much interested in the Dean bill, introduced in the Ohio Legislature, whose purpose is to permit cities of 4,000 population and over which are now in "dry" territory to vote on the question again and within thirty days after the passage of the bill. There are eighty-eight counties in Ohio. Over fifty per cent of these are "dry." As the county is a unit in the vote, the large towns in the counties that voted "wet" had to go "dry" because the balance of the county went "dry." The purpose of the Dean bill is to let the larger towns govern themselves. Orders for bar lines of glassware are now being placed in some localities where an early vote is expected.

The Pittsburgh Lamp, Brass and Glass Co. is showing a long line of lamps for jobbers this season, the feature of the display being the Mission lamp, with a crystal stripe and etched panels.

The United States Glass Co. has made a decided hit with its new colonial cut star and ground bottom table line, "Starlyte." The pieces are highly polished, and for a colonial offering it is different from all other lines of this character now on the market. It is by far the most brilliant table line ever produced by this concern.

Three sizes in flower vases are being shown by the Ripley Glass Co. in their "Iverna" imitation cut line. Two shapes in confectioners' jars, the "Puritan" and "Congress," are now ready, and two more are being prepared. The sizes of these containers range from four gallons down to half a pint.

The Pittsburgh Cut Glass Co. has appointed the following representatives: Elmer W. Hughes, 701 Locust street, Philadelphia; T. M. Schollenberger, 908 Kessner Building, Chicago.

Swaney Hall, of East Liverpool, has been given charge of the Eastern territory for the L. E. Smith Glass Co., Mt. Pleasant, Pa., and will carry a special line of samples direct from the factory. He is a son of John W. Hall, formerly general manager of the East Liverpool Pottery Co. and now known as the Hall China Co.

The following bnyers have been here since our last report:

Wiiliam J Casey, with McDonald Bros, Minneapolis.
"Jack" Patterson, with George Cook Crockery Co, St Joseph, Mo
B O Chapman, with Ogden, Merrill & Greer, St Paul.
O Lion, with S Hoffnung & Co, Sydney and Brisbane, Australia.
Mr Marks, Toronto, Canada.
Frank Young, with National Glass Co, St Louis.
Sidney Brinsmaid, of Brinsmaid & Co, Des Moines, Ia.
Mr Hayward, Brunswick, N S.
Fritz Pfeiffer, of Pfeiffer Crockery Co, Peoria, Ill.
Mr Freidlein, with M Sellers & Co, Seattle.
Fred Johnson, with Webb-Freyschlag & Co, Kansas City, Mo.
Lytle Bayless, of Bayless Bros, Louisville, Ky.
Armstrong Bros, of the National Tea Co, Pittsburgh.
Mr Saxton, with Phillips & Buttorff Co, Nashville, Tenn.
Henry Bruml, of Henry Bruml Co, New York.

Mr McClellan, of J McClennan & Co, Houston, Tex.
Mr Goodwyn, with Memphis Queensware Co, Memphis, Tenn.
C L Knapp, of C L Knapp Co, Leavenworth, Kan.
Charles Rosenheim, Louisville, Ky.
W S Willie, with Cincinnati China & Glass Co, Cincinnati.
J W Ford, with Burley & Tyrrell Co, Chicago.
Charles H Lang, with Kinney & Levan, Cleveland.
John C State and E R Anderson, with Robert John Co and Great Northern Mfg Co, Chicago.

IMPORTS AT NEW YORK.

Petaining to China, Crockery, Glass, etc., for week ending January 24, 1911.

ANTWERP

95	packages	glassware	B Gunthel
8	"	"	Fenesterer & Ruhe
15	"	"	O Goetz
530	"	"	Miscellaneous Orders
1	"	earthenware	G F Bassett & Co
56	"	"	L Straus & Sons
29	"	"	Bawo & Dotter
84	"	"	Geo Borgfeldt & Co
2	"	"	Koscherak Bros
21	"	"	E R Thieler
15	"	"	Miscellaneous Orders
201	"	chinaware	Theodore Haviland & Co
26	"	"	Vogt & Dose
1	"	toys	F A O Schwartz
14	"	"	B Illfelder & Co
11	"	"	Miscellaneous Orders

BREMEN

2	packages	glassware	L Straus & Sons
58	"	"	Eimer & Amend
6	"	"	A Steinhardt & Bro
21	"	"	Samstag & Hilder Bros
102	"	"	Miscellaneous Orders
200	"	earthenware	Geo Borgfeldt & Co
86	"	"	Karl Hutter
307	"	"	Miscellaneous Orders
18	"	chinaware	C E Wheelock & Co
420	"	toys	Geo Borgfeldt & Co
16	"	"	F A O Schwartz
421	"	"	Miscellaneous Orders

KOBE

43	packages	chinaware	L Straus & Sons
214	"	"	Miscellaneous Orders

HAVRE

8	packages	chinaware	Wm Guerin & Co
7	"	"	Bawo & Dotter
5	"	"	J H Venon
13	"	"	L Straus & Sons
2	"	"	J Pouyat Co
2	"	"	Theodore Haviland & Co
29	"	"	Miscellaneous Orders
56	"	glassware	E Utard
18	"	"	Miscellaneous Orders

LIVERPOOL

7	packages	earthenware	Lazarus & Rosenfeld
9	"	"	R Slimmon & Co
4	"	"	K L Wedgwood
6	"	"	Meakin & Ridgway
5	"	"	W S Pitcairn
24	"	"	F W Woolworth
13	"	"	Maddock & Miller
14	"	"	Miscellaneous Orders
4	"	glassware	W H Plummer
211	"	"	Miscellaneous Orders

HAMBURG

142	packages	glassware	Fenesterer & Ruhe
31	"	"	Kmy-Scheerer Co
37	"	"	Bawo & Dotter
34	"	"	O Goetz
98	"	"	Samstag & Hilder Bros
239	"	"	W R Noe & Sons
119	"	"	L Straus & Sons
19	"	"	J H Venon
39	"	"	F Euler & Co
71	"	"	O O Friedlander
833	"	"	Miscellaneous Orders
92	"	earthenware	Geo Borgfeldt & Co
17	"	"	Eimer & Amend
66	"	"	Lazarus & Rosenfeld
42	"	"	L D Bloch & Co
97	"	"	O Goetz
4	"	"	Herman C Kupper
6	"	"	J Palme
8	"	"	J Wygand & Co
171	"	"	Miscellaneous Orders
158	"	chinaware	Bawo & Dotter
180	"	"	C E Wheelock & Co
2	"	"	Miscellaneous Orders
239	"	toys	B Illfelder & Co
4	"	"	F A O Schwartz
31	"	"	Geo Borgfeldt & Co
1	"	"	Knauth, Nachod & Kuhne
21	"	"	F W Woolworth & Co
4	"	"	Samstag & Hilder Bros
382	"	"	Miscellaneous Orders

GENOA

3	packages	earthenware	Bawo & Dotter
2	"	"	L Straus & Sons
72	"	"	Miscellaneous Orders

LONDON

3	packages	earthenware	W S Pitcairn

ROTTERDAM

18	packages	earthenware	Geo Borgfeldt & Co
19	"	"	Bawo & Dotter
18	"	"	L D Bloch & Co
24	"	glassware	Graham & Zenger
10	"	"	Miscellaneous Orders

SOUTHAMPTON

21	packages	chinaware	C L Dwenger
147	"	"	Haviland & Co
23	"	"	H R Churchill
29	"	"	A G Moment
8	"	"	Wm Guerin & Co
6	"	"	Blakeman & Henderson
2	"	"	L D Bloch & Co
114	"	"	Miscellaneous Orders

TRIESTE

594	packages	glassware	A L Crawford
45	"	"	Fensterer & Ruhe
111	"	"	Miscellaneous Orders

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

2	packages	earthenware	Jones, McDuffee & Stratton Co
11	"	"	R Slimmon & Co
4	"	"	E Butler
18	"	"	Fondeville & Van Iderstine

HAMBURG

4	packages	earthenware	Jones, McDuffee & Stratton Co
18	"	"	F W Woolworth
2	"	"	Patterson Wylde & Co
3	"	"	Bawo & Dotter
6	"	"	Ocean ransit Co
31	"	"	J B Moors & Co
6	"	"	Miscellaneous Orders

AT CHICAGO.

MANUFACTURERS agents' and jobbers of packers' glassware are somewhat wrought up over the prospective effect upon their trade of the new bill introduced in Congress requiring that the net weight or quantity of the contents of any bottle, jar or other glass receptacle for preserved foods or condiments shall be blown or stamped in the glass. Much of this ware is usually ordered in large quantities for future delivery and made up as far ahead as the capacity of the factories will permit. Now the packers are said to be simply storming the factories with stop orders and refuse to accept the undelivered glass because they cannot use it hereafter without incurring a penalty for violation of the new law.

* *

Since the completion of inventories Pitkin & Brooks have been making strenuous efforts to dispose of their older and discontinued patterns in both china and glassware, and their extensively-advertised cut-price sales of these wares are said to have been very successful.

* *

Ira A. Jones is on a visit to Detroit for the purpose of thoroughly lubricating his cut glass trade machinery. In the more expensive grades of glassware the Ira A. Jones Co. has been and is doing an extensive business, and the present efforts of Mr. Jones are for the purpose of surpassing all records.

* *

Burley & Co. have also found it desirable to announce an annual clearance of wares that did not move fast enough the latter part of the past season to find purchasers ahead of inventory time.

* *

George G. McCaskey, of the Tygart Glass Co., Grafton, W. Va., called on the Chicago trade a few days since, making his headquarters with Adams Bros at 152 Lake street, the company's local representatives.

* *

M. J. Geary takes official charge of Morimura Bros.' new sample rooms in the Kesner Building on February 1.

* *

Acquaintances of J. E. Boring will soon again have the pleasure of meeting that representative of the Crooksville China Co. Mr Boring, who has been only a few weeks out of the hospital, says he will personally visit all his friends soon. "I have hardly gotten back into harness yet," he said, "and I am only just beginning to take a real interest in business."

METTLACH WARE

Is Half Sold When Bought



Magazine advertising has done it. Are you getting your share of the enormous business thus created for this popular line? The firms carrying it sell it fast, and, like Oliver Twist, "ask for more."

Thousands and thousands of the fascinating booklet entitled

"MAKING STEINS IN AN OLD MONASTERY"

have been eagerly sought and cheerfully sent to interested women—each recipient thereafter becoming a purchaser of METTLACH WARE.

1911 will be a phenomenal year for Mettlach—get in line for the profit taking. Immediate delivery can be had of the large wholesale houses throughout the country.

Complete sample lines IMPORT ONLY, including all the new Mettlach creations, now ready in the New York Showrooms.

E. R. THIELER

Sole Representative of Villeroy & Boch in the United States and Canada

66-c Park Place, New York.

ALL THE OLD OFFICERS RE-ELECTED.

ALL the old officers of the Western Glass and Pottery Association were re-elected at the annual meeting held in the "Club" room of the Ft. Pitt Hotel, Pittsburgh, on the night of January 20, viz:

President, Watson W. Lang; first vice-president, H. L. Dixon; second vice president, William J. Patterson; secretary, J. G. Kauffman; treasurer, Robert G. West.

Trustees—Marion G. Bryce and George C. Thompson.

The vote on the amendment to the constitution to permit of the admission of those affiliated with the direct and allied industries up to the age of sixty five years was carried by a large majority.

It was also agreed that the executive board prepare and present at the next annual meeting a revised constitution, as the latter has not been changed since the association was formed.

A special effort is to be made during the year to increase the membership to 500. During the past week fifteen applications were received.

Three death claims were paid during the last fiscal year. Although that of Ernest Slocum was paid Jan. 20, it will not show until the next annual report.

President Lang is greatly praised for his efforts in building up the Association.

SPECIAL NOTICES.

The cost of advertisements under this heading is $1 for the first and fifty cents for each following insertion for each half inch of space (30 words). PAYABLE IN ADVANCE.

HELP WANTED.

WANTED—To make a contract with an experienced buyer of china, glassware and pottery. References required. State age and experience. Address Box 366, Greensboro, N, C.

SITUATIONS WANTED.

WANTED—Position as buyer or assistant, in or out of town, in china and glassware; also a knowledge of housefurnishing goods. Can give best of reference. Address Box 748, this office.

TO LET.

TO LET, with immediate possession, entire fourth floor, 25 x 110, at No. 46 West Broadway. Finest location in city for china, glass or housefurnishing goods salesroom. Fixtures for sale. A rare chance. Immediate attention necessary. Apply to JANITOR on premises.

FOR SALE.

A PROSPEROUS and paying business, established twenty years, in a rapidly growing city of 30,000 in the South. The leading store of its kind in the city The stock of $15,000 to $20,000 consists of china, stoves toys and kindred lines. Owner wishes to retire from active business. An exceptional opportunity for an energetic man. No limit to possibilities. Both wholesale and retail. For further information address R S G, this office.

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CROCKERY AND GLASS JOURNAL

NEW YORK, FEB. 2, 1911.

THE CONDITION OF BUSINESS.

New York. The buying season is on. The men who annually visit New York to place their import orders are here in force, and every day sees additions to the number. The best of feeling prevails; everybody is optimistic. Most of the visitors report depleted stocks and that they will buy in larger quantities than last year. If the season continues as well as it has begun it will be one of the greatest years in the history of the trade.

Nearly all the arrivals come by way of Pittsburgh, and most of them placed liberal orders in that city. The business done there by the glass manufacturers was very great, and our reports from East Liverpool are to the effect that January closed with the biggest number of orders ever booked in the pottery trade for that month.

For the first time in many years business opens with a confidence in the future that is most encouraging. As far as can be seen there is nothing to interfere with a big trade. The advance in prices that was made in glass seemed to stimulate buying, and the talk of a further advance, particularly in blown goods, only has the effect of increasing sales.

The first indication of what crops will be was published this week, and the prospect is extremely favorable for winter wheat. Of course it is early yet, but as so much depends on that cereal it is closely watched. Another important item is steel. It is said that large additions will be made to the steel plants within the next few months—an indication that big business is expected in that direction. That money is easy and plenty of it seeking investment at low rates is shown by the fact that the city of New York advertised for bids on $60,000 worth of bonds last week and received tenders equal to five times the amount. There is hardly a doubt but that we are entering upon an era of prosperity.

Trenton. Trade conditions here are very good. Quite a number of buyers have been in the market, including some of the largest. All the plants are working full. The new goods are ready, and it will not be long before the salesmen will be on the road, when it is expected that there will be a big business.

Pittsburgh and Vicinity. The glass trade for the month of January was eminently satisfactory. Not only did the exhibitors at the hotels book more orders, but the sales at the factories ran 'way ahead of last year. Prices were maintained without any trouble. It did not take buyers long to learn that the advance was to be held, and the rumor that a still higher rate was likely to follow undoubtedly stimulated buying. The salesmen started for the road with excellent prospects, feeling that if the buyers who came to market

wanted goods badly those who are to be visited will be in a like condition.

East Liverpool and Vicinity.

January has produced more business for the manufacturing potters of the Ohio Valley than for several years. There has been a general expansion in trade—that is to say, more new accounts were opened among the jobbing interests than were heretofore carried. It is an open secret here that the local domestic goods, both general dinner patterns and hotel lines, are supplanting others the jobbers have carried for years.

IN TOWN.

Abbreviations—c, crockery; g, glass: hf, housefurnishings; l, lamps; t, toys; s, silverware.

THE following buyers have reported in town since our last issue:

A C Jones, with Crews, Beggs D G Co, s, Pueblo, Col. 320 Church.

E W Johnson, with J H Bunce Co, c, g, hf, Middletown, Conn. 75 Spring.

Miss Mann, with Marshall Field & Co., g, Chicago. 104 Worth.

F P Damon, with Hens-Kelly Co, t, Buffalo. 31 Union square.

Edw. Sohms, c, g, Quincy, Ill.

W H Sohms, c, g, Quincy, Ill.

Edw. Wild & Rohn, c, g, Milwaukee.

Wiemann & Meunsch, c, g, Milwaukee.

W M Snigg, with Shartenberg & Robinson, s, New Haven. 75 Spring.

J Brosseau, hf, c, g, New Haven. 75 Spring.

H F Pfeiffer, of Pfeiffer Crockery Co, c g, Peoria, Ill.

C R Kenniff, with the Emporium, t, San Francisco. 229 Fourth avenue.

H J Todd, with L S Donaldson & Co, c, g, Minneapolis. 2 Walker.

N A Ferrie, c, hf, t, and B Petherick, s, with A T Lewis & Son D G Co, Denver. 16 East Eighteenth.

A F Pohlmann, with Daniels & Fisher Stores Co, hf, Denver. 54 Worth.

S R Meyer, of Meyer, Wise & Kaichen, t, Cincinnati. 310 Church.

D Schwartz, Carbondale, Pa.

S Brinsmaid, of Brinsmaid & Co, c, Des Moines, Ia.

C L Knapp, c, Leavenworth, Kan.

Mr Bernheimer, of Bernheimer Bros & Co, c, Kansas City.

Mr Moore, with Hale Bros, c, San Francisco.

Mr Robinson, c, Crews Beggs D G Co, Pueblo, Col.

R D Goodwyn, with Memphis (Tenn.) Queensware Co, c.

John M McClellan, c, Houston, Tex.

Mr Kauffman, of M Kauffman & Co, Colorado Springs.

Mr Duryea, of C M Duryea & Co, Salem, Mass.

S A Daniels, Americus, Ga.

H P Hayward, of W H Hayward Co, St John, N B.

O H Warwick, St John, N B.

Mr Mummy, with the Jamison Hfg Co, Trinidad, Col. 320 Church.

J H Hickey, with MacDougall & Southwick Co, hf, Seattle. 214 Church.

Aug C Richter, c, Laredo, Tex.

L S Pegues and Miss Riser, c, g, with Pegues D G Co, Junction City, Kan.

R G Rider, c, g, Amsterdam, N Y.

M G Micheal, of Michael Bros Co, c, Athens, Ga.

Geo Peck, of Geo Peck & Co, c, g, Newburgh, N Y.

Miss Mabel Jones, with Harrison & Dally, c, g, Nyack, N Y.

N N Nast, c, g, Mount Morris, N Y.

J H Snarr, with Spokane D G Co, c, g, l, Spokane, Wash. 260 Broadway.

H Andee, with Kennedy, McLeod & McArthur Co, hf, St Paul. 821 Broadway.

Mr Hollweg, of Hollweg & Reese, c, g, Indianapolis.

Mr Friedlein, with M Seller & Co, c, g, Spokane, Wash.

E C Meacherm, with Sibley, Lindsay & Curr Co, s, Rochester. 454 Broome.

Jos Goldman, with Levy Bros D G Co, g, Houston, Tex. 43 Leonard.

A L Burbank, of Burbank, Douglass & Co, Portland, Me.

W J Ludwig, with W L Milner & Co, c, g, t, Toledo, O. 684 Broadway.

AT CHICAGO.

PLANS of the Fostoria Glass Co. for the assignment of territory to J. W. Dalrymple, who lately joined the company's sales force, have been somewhat modified, and it seems to be now about decided to start him out in his old Pennsylvania territory, where he is so well known.

W. A. Scott opened at the Palmer House last week with a display for the East Liverpool Pottery Co.

Last week the crockery and glass buyer for the Cook jobbing house at St. Joseph, Mo., spent several days with the Chicago trade and made many salesmen happy.

Early in the past week F. F. Reid opened up a handsome exhibit of sample lines of the Guernsey Earthenware Co.'s products at the Palmer House.

Making his headquarters in Chicago for the purpose of working the adjacent territory, Thomas Butcher has opened spacious salesrooms here for the Federal Glass Co. and will cover the trade in Milwaukee and other nearby points for his company's various lines.

Sales agents here for many of the standard lines of crockery and glass have booked large orders from Sanger Bros., Dallas, Tex., during the past few days. When the new buildings now under way in Dallas for the use of this firm are completed the capacity of the crockery and glass department is expected to be

doubled, and the purpose is to provide stock for the increased space.

T. W. Mitchell, of Ohio, is here buying glass for his store in Blackfoot.

After many years spent as crockery and glass buyer for the Minnesota firm of Panton & White at Duluth, N. Cary has retired from the employ of the big department store and will start in the same line of trade for himself, handling the highest grades of crockery and glass, and the Chicago travelers in that line infesting Minnesota territory are preparing themselves to receive the glad hand when next they tie up at the Duluth docks in quest of orders.

Chicago salesmen are making it pleasant for C. W. Belsher, of Missouri, at the Palmer House while they are selling him an extensive line of crockery for his department store at Clarence.

Something new for the packing trade has been introduced by the Federal Glass Co. in the way of a vacuum-topped tumbler of large sizes for holding olives and other similar goods, and Sales Manager Darrah says it caught on at once. Besides landing a large order from a local grocery house, Mr. Darrah says that the Armours will use about a million of them through the year. He adds that fully three-fourths of the entire capacity of the Federal plant for the current year in the blown glass department has already been sold.

After fifteen years as a successful salesman for the Pittsburgh Lamp, Brass and Glass Co., Thomas Shellenberger has opened up for himself a fine office in the Kessner Building as Western sales agent for the Ripley Glass Co., of Pittsburgh. He will also carry the line of lamps of the Phoenix Glass Co.

Announcement is made that the marriage of James B. McHugh, western representative of the Steubenville Pottery Co., and Miss Ruby Marie Cooper will take place in Chicago Feb. 6. Miss Cooper is a native of Pittsburgh, Pa., and for many years lived in Steubenville, but of late has been making her home with her mother in Chicago. Mr. and Mrs. McHugh will make their home here.



BRYCE BROS.' EXHIBIT AT FORT PITT HOTEL, PITTSBURGH.

A. P. McPherson, formerly city salesman for the George H. Bowman Co., has gone with the tea and coffee firm of E. N. Manning & Co. as buyer of premium goods in the crockery lines.

Glass salesmen for the city jobbers are watching with interest the "clearing sales" now on at the various stores. They are eager to get in and supply the growing vacancies in the stocks.

FOUNDED IN 1874

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

Published Every Thursday

BY

WHITTEMORE & JAQUES, Inc.,

92 West Broadway, New York.

EDITORIAL ROOMS, TEL. 5092 BARCLAY.

MECHANICAL DEPT., TEL. 5086 BARCLAY.

SUBSCRIPTION RATES, INVARIABLY IN ADVANCE:

United States	$2.00
Canada	3.00
All other foreign countries in the postal union	4.50
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Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, FEB. 2, 1911.

THE CHILD LABOR QUESTION.

THE glass men of the West are much exercised over the child labor question, and it is probable that when the next West Virginia Legislature meets the manufacturers will combat the proposed law raising the age limit two years.

When the proposition to raise the age limit from fourteen, as it stands at present, to sixteen, was killed two years ago, it was thought that the matter was ended. But now a new bill is to be pushed by the members of the national child labor committee.

This new law provides that the age limit in the day shall remain the same, but at night shall be raised to sixteen. The glass manufacturers contend that this answers the same purpose as the former proposed law. The boys in the glass houses work in shifts, day one week and night the next. Since it is certain the manufacturers could not get all their boys over sixteen to take the night shifts regularly and allow those between that age and fourteen to work during the day, it would mean that all these boys would have to be over sixteen. They also claim that the older and larger the boy the less able he is to do their work. Some of these boys are paid men's wages; the men who were for a time employed were too clumsy, and were constantly getting burned by the hot glass.

"If the law goes through," stated one manufacturer. "it will necessitate closing one of our furnaces, on which one hundred and ten men and boys work. It will cut the industry down a third all through this section."

While we fully appreciate the necessity of protecting the weak and immature, experience proves that most boys are fully able to do the required work in a glass factory without injuring their health. The heads of a majority of the glass plants in existence to-day began life in the factories at ages ranging from ten to twelve years. The fact that they are a husky lot shows that they were not injured by early application to work. The childless mothers who are back of the agitation do not realize that the average youth in the glass districts is loth to go to school after he is fourteen. The street corners are congested with boys who might better be employed in the support of their families.

PERSONAL.

BEGINNING with 1868, Edward Sohms, of Quincy, Ill., has been a regular visitor to New York during the import season. This old and honored customer from the West arrived in New York on Thursday and will be here for two weeks, registered at the Grand Hotel. In addition to crockery, Mr. Sohms is interested in banking matters and last week was elected president of the Riker National Bank, of his city for the thirtieth consecutive time. This bank does the largest business of any in Illinois outside of Chicago, and has been chosen as the model bank for the country by the Comptroller of Currency. Every morning at ten o'clock the officers meet and have a complete record of the previous day's business spread before them, and on Thursdays the directors are informed of every transaction made by the bank for the past week. It is this feature, particularly, that appealed to the Comptroller of the Currency.

Neal McColgan, who buys lamps for Houghton & Dutton, Boston, was in New York last week placing orders. He says his department ran ahead of 1909 and that the business of the store for 1910 was the largest in its history.

K. Lutz, who travels for L. Wolf & Co. from the New York branch, reached home last Friday from a trip through Canada, reporting the biggest business he ever did in that territory and enthusiastic over prospects for the coming year.

F. H. Pfeiffer, of Peoria, Ill., who is here placing import orders, reports a good business for the year past and says his stock is the lowest it has been for a long time.

John A. McClellan, of Houston, Tex., who was buying in the market this week, reports that while 1910 was the best year in his history, January of this

year ran 'way ahead of last. He also says that letters from his men out on the road are to the effect that stocks are low and large quantities of goods will be needed.

Victor Wicke, president of the Imperlal Glass Co., arrived in town Monday morning for a conference with Cox & Lafferty, the company's agents here.

Major Knapp, of Fort Leavenworth, Kan., with his accustomed regularity appeared in the warerooms of Bawo & Dotter on Monday morning. It is his thirty-third annual visit to the New York market.

R. D. Goodwyn, of the Memphis Queensware Co., who was placing import orders this week, reports excellent trade with great prospects in sight.

Geo. Lobsitz, chief of the Clafllin syndicate buyers, returned last week from a tour of the Claflin stores.

A. H. Ledden is back from a prosperous session at the Continental hotel, Philadelphia, last week with the Buffalo Pottery lines. General Manager L. H. Bowne was with him two days, returning to Buffalo last Friday. The company's Pittsburgh exhibit was duplicated, and was transferred to Boston for this week.

Joseph Mayer, president of the Mayer Pottery Co., Beaver Falls, Pa., has been in town the past week at the Hotel Wolcott.

Chas. Goerke, with R. Kohn, the cut glass agent, departs Friday of this week on a Southern trip of two months.

Max Loeb, of Loeb Bros., Mexico City, arrived in the District last week. He plans to sail for Europe shortly.

William T. Murphy, who assumed the post of sales manager for J. Morgan & Sons the first of this year, is commencing to secure very effective results from his local agents through some new schemes of circularizing which he has put in effect. "Billy" is very popular with the fixture men, and everyone wishes him the best of success.

Bert Sebring, son of O. H. Sebring, has been appointed general manager of the plant of the French China Co., at Sebring, O. "Bert" has made a name for himself running the cooperage that supplies all the Sebring potteries as well as many at East Liverpool. He has also shown substantial results as manager of his father's automobile factory, and will doubtless find plenty of opportunities to employ his talents in his present place.

Jesse Burns, son of Henry Burns, a local dealer, returned last Sunday from a week's trip which took him through Pennsylvania.

J. H. Snarr, with the Spokane (Wash.) Dry Goods Co., arrived in town on Monday and expects to spend the next two weeks looking over the new lines.

August C. Richter, Laredo, Texas, is making his regular spring visit to the trade.

L. S. Pegues, of the Pegues Dry Goods Co., Junction City, Kansas, accompanied by his assistant, Miss Riser, is in town this week replenishing his stock. His establishment was burned out recently; consequently his orders are not niggardly.

"Colonel" Michael, of Michael Bros. Co., Athens, Ga., is here on his regular spring quest of import china.

Mabel Jones, with Harrison & Dally, Nyack, N. Y., is placing orders in the District this week. Her friends are glad to see her on her feet again after that bad attack of pneumonia.

Richard E. Smith, president of Flint & Co., Providence, R. I., is here replenishing his stock of portables and augmenting his other lines.

S. E. Steininger, of Frank & De Keyser, left Sunday night to travel for a few weeks South.

H. S. Clarke showed the Slimmon lines in Louisville and Indianapolis this week. After three days in Cincinnati next week he returns to the New York headquarters to meet the trade

Mr. Marks, of Lyons & Marks, Toronto, came in from Pittsburgh last week and was joined here by Mr. Lyons. Both men have been touring the District all week.

John W. Storck plans to leave Sunday night with the Val St. Lambert samples for Washington, Baltimore and Philadelphia.

A. A. Bean, who left for Boston Monday to be gone until Friday night, had an unpleasant experience at his home Monday morning, when he found that his apartment had been visited by a burglar, who, overlooking sterling silverware and many large and fine cut glass pieces, had taken three small whiskey glasses and

a cut glass molasses jug. He had evidently been frightened away.

A. C. Dormer, formerly with Higgins & Seiter, has engaged with Thomas Jones to canvass the city trade for the McKee Glass Co.

Will S. George, president of the East Palestine (O.) Pottery Co., accompanied by Mrs. George, sailed from New York last Saturday for a cruise through the Carribean Sea. Their first stop will be at Porto Rico, from whence they will sail through the Antilles and then to Brazil. They will return in March.

Fred. Siem, with the Dohrmann Commercial Co., arrived in New York Saturday and sails for Europe February 8.

John Hawthorne, of the New York store, and Robt. Glenn, of the Philadelphia store of Wanamaker, were in the District Tuesday. Both will sail Saturday on the "Kœnig Albert" for Naples.

O. H. Sebring, proprietor of the French China Co., Sebring, O., is scheduled to arrive here the first of next week.

Horace C. Gray, formerly with the Cincinnati (O.) Glass and China Co., has been appointed manager of the domestic glass and china department of George Borgfeldt & Co.

Henry N. Meyer, who buys for the Sperry & Hutchinson Trading Stamp Co., reached home Monday from a twelve-day trip among the glass factories and potteries of the West. He says he has not seen such a good feeling among buyers and sellers in years as at the present time.

Arthur Mayer, of the Mayer China Co., Beaver Falls, Pa., has been made general manager of the sales department of that concern, and will travel throughout the United States. Mr. Mayer is one of the first graduates of the Ohio School of Ceramics, and one of the few salesmen who can use his technical knowledge in the selling of a ceramic product.

Mr. Dovovan, general manager of the New Method Art Glass Co., Pittsburgh, has been visiting his New York representatatives, Cox & Lafferty, this week.

F. L. Van Buskirk, with Morimura Bros., was handicapped by a cold this week.

H. J. Smith, of the Cox & Lafferty staff, came in from New England this week and after spending a few days at headquarters started for Eastern Pennsylvania and adjacent territory. W. B. Kemp, the firm's new recruit, who will cover part of Mr. Smith's Eastern territory, got away this week on his maiden trip with the new lines.

M. K. Lindner, with the Dohrmann Commercial Co., who has been in San Francisco for several months, is expected in New York Friday.

S. P. Arnold, formerly with Edw. Butler, is now with Fondeville & Van Iderstine, and will cover territory west from Pittsburgh.

Norman C. Walker, with Meakin & Ridgway, returned Tuesday to attend to his friends who will visit the local showroom.

E. V. Coleman, secretary of the Irving Cut Glass Co., Honesdale, Pa., made a brief visit to the New York branch Tuesday before going to Baltimore. He returns to New York Saturday.

W. S. Brush, secretary and general manager of the McCoy Pottery Co., is expected in the District this week.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

TO	Shipments week end'g Jan 14 '11	Corresponding period 1910	Exports Jan. 1 to Jan. 14,'11	Corresponding period 1910
Boston	182	80	376	236
New York	135	142	554	355
Baltimore	407	78	407	605
Philadelphia	207	143	208	307
New Orleans	....	....	67	25
Newport News		....	....	55
San Francisco	18	....	18	...
Portland (Me.)	....	67	142	201
Galveston	139	....	150	1
Portland (Or.)	....	....		...
Inland Points	....	14	31	26
Total	1088	524	1953	1811

From the Freight and Shipping Circular of John Edwards & Co. Liverpool.

TO	Shipments week end'g Jan. 14,'11	Corresponding period 1910	Exports Jan 1 to Jan. 14,'11	Corresponding period 1910
New York	138	128	538	341
Boston	182	55	303	211
Philadelphia	207	106	244	270
Baltimore	407	78	407	605
San Francisco	18	..	18	....
New Orleans	....		67	25
Portland (Me.)		11	142	119
Galveston	139	....	150	1
Newport News	....	....	....	55
Portland (Or.)	...	....	....	....
Inland Points	....	14	31	26
Total	1091	392	1900	1653

SALESMEN'S CHANGES.

CHANGES among salesmen during the past year were as follows:

S. Goerke went with Abels & Co.

Ernest Waelden became a salesman in the glass department of L. Straus & Sons.

Frank W. Moore became identified with Jens-Lorenzen Crockery Co., Davenport, Ia.

E. Slocum covered the South for the Sterling Cut Glass Co., Cincinnati.

Guy Patriarche entered the service of the United Glass Co.

J. H. Messler signed with A. H. Hoag Co., to cover the West and Middle West.

Herbert R. Clark canvassed the South for A. B. Marryatt.

Edwin C. Stout connected with Archibald-Klement Co., Newark, N. J.

Arthur G. Smith coved the local field for Kohlus Cut Glass Co.

Eugene Schmidt traveled for the Pairpoint Mfg. Co.

Harry Hoffman went with the A. H. Hoag Co.

Jos. Burroughs became a salesman for Paul Joseph.

Victor Levoyer represented A. Gredelue's interests in Milwaukee, Toledo and Detroit.

H. L. Ward associated himself with the Consolidated Lamp and Glass Co.

Albert Lemcke connected himself with the selling staff of Bawo & Dotter.

F. Morse became city salesman for Gillinder & Sons, New York.

Ralph Waldo Emerson went as pottery salesman for O. D. de la Croix.

John J. Reed represented the Liberty Cut Glass Co. in New England.

Samuel R. Frazier covered the Northwest for the United Glass Co.

W. A. Cawley joined the selling force of the American Sanitary Works, Trenton, N. J.

John C. Fisher resigned from the traveling force of Geo. Bowman & Co.

P. C. McMahon resigned from Taylor & Mulvaney, Hamilton, Ont.

Herbert Goodwin became salesman for the Kenilworth Tile Co.

A. E. Smith and W. T. Young became travelers for the West End Pottery Co.

F. D. McNulty associated himself with the G. R. Wyllie China Co.

S. E. Bryson was added to the force of the Oliver China Co., Sebring, O.

Benjamin H. Lebensom started in business as a jobber of imported and domestic glassware.

Benjamin Lynn traveled for the Southern Glass Works, Corning, N. Y.

Max Kossmann went with Bawo & Dotter.

S. Erlich became Western salesman for the Hunt Glass Co., Corning, N. Y.

James Dorn Brady went with the McCrum-Howell Co.

Robt. S. Plowman went with Frederick Skelton in the metropolitan District.

J. C. Jones again traveled in the West for the Warwick China Co.

J. H. Young engaged with Edw. Boote.

Geo. R. Spinney became representative of the Fostoria Glass Co. in Chicago.

W. I. Knouff was appointed Columbus, O., representative of the East Liverpool Potteries Co.

E. F. Lewis represented J. Morgan & Sons in the metropolitan district.

W. C. Rankin connected himself with John Hackenberg, Milton, Pa.

Henry H. Windhorst, formerly buyer, became a salesman for Cox & Lafferty.

F. F. Smart went with Chas. R. Lynde, Boston.

Hugo Hamburger became associated with John Bing, this city.

Homer F. Hunt traveled New England for Louis Wolf & Co.

Fred E. Bermis went in the import department of Cox & Lafferty.

"Dick" Keene, formerly china buyer, joined the sales force of C. B. & J. Warner.

Willard Morris covered the Middle West for Knowles, Taylor & Knowles Co.

Jack Wilson connected with E. H. Hammond, this city.

D. J. Mahoney entered the glass department of the Jordan-Marsh Co., Boston.

O. A. Gerst and Chas. McCaully were added to the Bawo & Dotter selling staff.

Geo. S. Davis was appointed salesman for Knowles, Taylor & Knowles Pottery Co.

F. A. Hopton went with R. J. Simes Co., this city.

M. E. Oppenheimer engaged with John Bing, this city.

Frank W. Primrose became associated with Graham & Zenger.

Chas. P. LeBerthon connected with the Art Glass and Lamp Works.

J. W. Neil, formerly with Mitchell, Woodbury Co., engaged with L. Straus & Sons.

W. M. Litten, formerly pottery salesman, assumed

management of the Postal Telegraph office in East Liverpool.

Samuel Neworth signed wtth Max Herbert.

A. Mathews, W. Maier, S. Abrams and E. Brennan were added to the sales force of Bawo & Dotter.

Wm. A. Reaper went with the Co-Operative Flint Glass Co., Beaver Falls, Pa.

AT PITTSBURGH.

THE Ft. Pitt Hotel was deserted by the trade toward the week end, all the glass and pottery salesmen having packed their samples and left for the road.

Gerald Bryce opened at the Continental Hotel, Philadelphia, this week, and will go thence to Young's Hotel, Boston.

James B. McHugh, of the Steubenville Pottery Co., opened in Cleveland this week; thence to Detroit.

John Horton, sales manager of the Oliver China Co., Sebring, O., was in the district several days ago and disposed of several carloads.

David Fisher, of the New Martinsville Glass Co., was compelled to leave the Ft. Pitt before the close of the exhibit because of illness. He was succeeded by Charles Shurtleff, the western salesman, who remained until the end and closed the display.

W. W. Lang, manager of the Pittsburgh branch of Kinney & Levan, Cleveland, has been covering his old territory during the past fortnight with the concern's import lines of dinnerware. This is the first journey Mr. Lang has had time to take since early last summer. The local sample room has been remodeled, and practically all old samples have been replaced with the newer creations.

B. C. Miller opened at the Colonial-Annex with the import lines of the Wm. Koch Co., Baltimore.

Thomas Hughes with Ed. Butler, New York, was also registered at the Colonial. He was welcomed during the evenings at the Ft. Pitt, where he met many old friends among the glass and pottery exhibitors.

The local sample room of Bawo & Dotter presents a handsome appearance since many of the new sample lines have been received. The fancy goods display has been augmented, while the dinner, salad and plaque lines are the most extensive yet shown by this firm in the district. Frank Zoellig has returned from New York.

Among the buyers here since our last issue were:

Arthur Atherholt, Philadelphia, Pa.
F J Burbank, of Burbank, Douglass & Co, Portland, Ma.
S B Weller, San Antonio, Tex.
S G Woolworth, Syracuse, N Y.
L M Lefebvre, Magasin a Rayons, Montreal.
C W McClure Syndicate, Atlanta, Ga.
R D Goodwyn, with Memphis (Tenn.) Queensware Co.
W H Megahan, with W H Keech Co, Pittsburgh.
C H Becker and Mr Hazelton, of Becker-Hazelton Co, Dubuque, Ia.
Mr Moulter, with C H Little Co, Freeport, Ill.
Mr Prael, of Prael, Hagele Co, Portland, Ore.
P A Merkland, with Sears, Roebuck & Co, Chicago.
Harry Koch and Harry Cook, with Reguier & Shoup Co, St Joseph, Mo.
Joseph Moses, with United China and Glass Co, New Orleans.
Mr Stilke, of Younger & Stilke, Milwaukee.

Wheeling W. Va. At the annual meeting of the Haskins Glass Co., Jan. 27, the business was to shown to be in excellent shape in every department, the auditor's report showing that sales for 1910 exceeded those for 1909 by over $49,000. A nice profit was shown, but it was decided that no dividend would be declared for the coming six months, the proceeds being used in extensive repairs and extensions to the factory.

REDUCED FARES FOR SPRING BUYERS.

THE Merchants' Association of New York has issued a circular notifying buyers that reduced railroad fares to New York will be effective February 18 to 21, March 4 to 7, and March 18 to 21. The manner of taking advantage of the reduced rate is as follows:

Purchase first-class single-trip ticket to New York on one of the above dates, obtaining from the ticket agent at the same a return trip certificate, which you must sign in his presence and which he must countersign.

At your convenience, after arrival in New York, secure from one of our resident members an identification card duly filled out and signed, which card, together with the return trip certificate, present at our office, 54-60 Lafayette street, as soon as possible. The office is open daily, except Sunday, from 9 a. m to 5:30 p. m.

If the certificate and the identification are regular in every respect the certificate will be immediately validated and returned to you, thereby entitling you to a return ticket for three-fifths the regular one way first-class fare from New York City to destination.

Return transporation will be sold on the validated

certificate at the local railroad ticket office or depot only on the day, or one day in advance, of departure from New York, within the fifteen day return limit on the certificate.

These reduced fares are for merchants in good standing and their representatives and members of their families, who, on being identified by one of our resident members, become non-resident members of the Merchants' Association of New York.

The return trip must be made via the route over which ticket to New York was purchased.

The reduced rate does not apply from points less than one hundred miles from New York City.

OFF FOR THE LEIPSIC FAIR.

A NUMBER of the Western buyers who make an annual pilgrimage to the European china and glass centers have made their calls in the District and continued on to the East. Some have sailed for England, others to France, and still others to Germany, but with few exceptions they will all come together at Leipsic during the annual fair, which opens Monday, March 6, and continues for two weeks. John Hawthorne and Robert Glenn, china and glass buyers for Wanamaker's New York and Philadelphia stores, sail Saturday on the "Koenig Albert," going by way of Italy. N. A. Ferrie, buyer for A. T. Lewis & Son, Denver, Col., also leaves Saturday. L. A. Carter, with Snellenburg; F. P. Walsh, with Strawbridge & Clothier; and Frank Jasman, with the Meier & Frank Co., sail on the "Lusitania" February 7. Later in the month John Ling and Harry Knatz, of Gimbel Bros.' New York and Philadelphia stores; Louis Klayf, with Bloomingdale's, and Miss Jennie Levien, with Stern Bros., this city, will take their departure.

AT BOSTON.

ONE Boston department store buyer, determined not to be caught by a possible raise in the price of pressed glass, purchased on his last buying trip six hundred barrels of punch bowls. He says he is making sure of his profits this year.

Paul M. Phillips, representing S. A. Weller, has returned from a trip in which he found business conditions good for January. He says that the Weller cooking ware line is making an immense hit.

S. Y. Pierce, representing L. Barth & Son, has secured new quarters at 93 High street with James H. Turner, the kitchen furnishings man.

Following the taking of stock, Manager Russell, of the glass and china department of the Jordan-Marsh Co, will spend a few days in New York.

H. Davis, crockery dealer, Rockland, Me., had a fire the other night which resulted in a $4,000 loss.

H. P. Coulter, with the Libbey Cut Glass Co., Toledo, O, spent several days in this market recently.

McGillivray & Walker are the new representatives of A. L. Tuska, Son & Co, New York. They cover everything excepting china, which continues to be handled by John J. Reed. Both are in the same display rooms.

Chas. H. Woodbury, of Mitchell-Woodbury Co, reports the receipt of an immense amount of new goods in dinnerware, fancy goods, etc. Maurice Caro has returned safely from the wilds of Pittsburgh.

"Ed." Wilgus, representing the Buffalo Pottery, did not open up at Young's, as expected, but is planning to do so in a few days, when he will remain through February.

B. G. Twitchell, cut glass buyer for Vorenberg's, is planning to visit the New York market next week.

Several excellent new designs in hanging lamps, domes and fixtures have been received at Edward Miller & Co.'s.

J. Frank Hinckley has undertaken the representation of the A. Radford Pottery Co.'s line.

A bad cold caused W. M. Pingree, who was on a New England trip for the Tajimi Co., to leave his trunks at Manchester, N. H., and return here for several days. Y. Takata, the New York manager, is in Boston at present.

George K. Marshall, with Henry T. Edwards, the Fostoria Glass Co.'s man, reports a gratifying business on his initial trips. Just arrived are samples of their "1819" pressed glass pattern with a sterling silver deposit.

Arthur Evans, with Meakin & Ridgway, New York, paid his respects here this week.

Not a single buyer was reported in town last week.

Harry B. Hollis, the Cambridge Glass Co. representative, reports that the factory has absorbed the Byesville glass plant.

J H. Cecil Watson, manager art department of Bigelow, Kennard & Co., hopes to be in New York next week.

August Gauthier's new store in Waterbury, Conn.

is an ornament to the city. Mr. Gauthier established himself in a small way a few years ago, and has built up a very satisfactory business in fine china and glass.

A PLEASANT AFFAIR.

ON Thursday evening, January 26, E. G. Huber, of the Higgins & Seiter sales force, entertained several of his associates at dinner in his apartment, 92d street and Broadway, this city. During its course A. S. Higgins presented him with a handsome set of cuff links as a token of the esteem in which he is held by his fellows. Those present were A S Higgins, C Allen, L D Seixas, Thos A Byrne, S F Pielow, W S Anthes, A B Neilson, R Glaser, R I Geotchius, Walter Reeder, W A Seiter.

BUSINESS BRIEFS.

W. P. Kimball, Boothbay, Me., has sold out his crockery business.

* *

The Baltimore Department Store, Chester, Pa., has added a five and ten cent department.

* *

Rosenthal & Rubin, Binghamton, N. Y., have been incorporated to deal in housefurnishings; capital $105,000.

* *

Both F. W. Woolworth & Co.'s and the Kresge five and ten cent stores at Troy, N. Y., suffered losses by fire January 29.

* *

The Proctor & Gamble Co., Cincinnati, has declared a dividend of three per cent on its common stock, payable on February 15.

* *

The Wm. F. Hayes Co., dealers in glass, silverware, crockery, etc., has been incorporated at Mt. Vernon, N. Y. Capital, $25,000.

* *

Amin H. Khouri & Co., wholesalers of brass goods and Japanese novelties, have removed from 34 East Twentieth to 6 East Eighteenth street..

* *

N. J. Slayman and T. Mahfuz, operators of a five and ten cent store at Houghton, Mich., have dissolved partnership. The former will continue the business.

* *

The United China and Glassware Co., successors to the Meyer Crockery Co., New Orleans, have leased a large building at 102 Common street for a period of five years at an annual rental of $5,500.

*

Toys and novelties worth many thousand dollars were destroyed when the factory of H. E. Bartlett was burned at Leominster, Mass., January 29. The loss on the building and contents is estimated to be $35,000.

* *

An emphatic denial has been issued by the Geo. E. Stifel Co., Wheeling, W. Va., of reports to the effect that there had been changes in the management of the store. They say: "The report freely circulated that the firm of Geo. E. Stiefel Co. have disposed of all or any part of their holdings to local or outside interests is utterly false, and all rumors concerning any change in the directorate or management are absolutely without foundation."

OBITUARY.

WM. LAWTON, of Wilmington, Del., died January 24 of injuries received by being run over by an automobile three weeks previously. He was about sixty-seven years old. He had been in the business for over forty years until last fall, when he sold out to the S. S. Kresge Five and Ten Cent Co. Prior to his death he was making arrangements to continue in the lamp and housefurnishing goods business. Out of respect to Mr. Lawton the merchants on Market street between Sixth and Seventh, where the deceased for many years had a store, closed their places of business on the day of his funeral from one o'clock in the afternoon until three.

One of the first successful enamelers in America, E. Emile Kegreisz, died January 25 at his home in Woodhaven, Long Island, N. Y., aged seventy-five. He was engaged by the late Mr. Lalance in Paris in the early '60s to come to this country to build and superintend an enamelware factory for the Lalance & Grosjean Mfg. Co., and was the last of the old superintendents to the late Florian Grosjean. He retired from business twenty years ago.

Robert Johnston Stoney, aged 61, a director of the United States Glass Co., and vice-president of the Anchor National Bank, Pittsburgh, died suddenly at his home on South Negley avenue, that city, Jan. 29, of heart disease.

CERAMIC SOCIETY'S ANNUAL MEETING.

ARRANGEMENTS are nearing completion for the annual meeting of the American Ceramic Society, which this year is be held in Trenton, N. J., probably the third week in February. Edward Orton, ceramic engineer in charge of the Ohio State University School of Ceramics at Columbus, O., is now at work on the programme, copies of which will be available at an early date. During the Trenton visit inspection trips will be made through the potteries of that city. The membership among the pottery manufacturers of the United States is gradually increasing.

The New York Crockery and Glass District.

In calling attention to their pepper and salt shakers Geo. H. Bowman & Co. claim the credit of being the first house to use pearl tops on imported bottoms, and also the first to use cut glass caps on salt shakers. Ernest Wolf, who recently returned from Europe, brought a large variety of entirely new designs in these useful articles, and they are now on view at the New York office.

F. Bing & Co.'s Successors have moved into new and commodious quarters at Irving Place at the corner of Eighteenth street, and when their new showrooms are in order will have a more elegant display of fancy potteries, bronzes, marbles, high grade ornamental glass and novelties than they have ever carried—which is saying a great deal, for they have always had a magnificent line of goods.

Bawo & Dotter have made many fine exhibits in their long career, but they never had anything equal in extent, variety or beauty compared with their display of china this year. Their dinnerware room on the second floor is the admiration of every visitor. They have just received a large consignment of Val St. Lambert glass. Thirty new decorations are embraced in the shipment, and six of these will be carried in stock. This glass has a reputation, and is in use in several of the Ritz-Carlton syndicate hotels, the Hotel Rector, this city, and others of equal prominence.

The American Art Glass Co. have their new lines of dome shades all ready for inspection. They are originators of novel designs and colorings, produce well-made goods at moderate prices, and are fast forging ahead in this class of ware. The desire of the trade for distinctive patterns may be gratified here.

Maddock & Miller have their new lines of Royal Worcester now displayed, and there are many radical departures in strikingly new treatments. One plate shows a border in a "moire antique" effect on a light chocolate ground, with clusters of roses at regular intervals. There are several others with acid etched borders, but instead of gold, colors are used. The effect is novel and decidedly artistic. A new sugar and cream has an overhanging edge which is quite out of the ordinary; a coffee set with elevated stand, decorated in various colors, is also a novelty. They lay particular stress on their open stock dinnerware, and will carry a good variety at moderate prices in decorated effects which will meet the popular taste. The whole room is full of good things.

The Strobel & Wilken Co. have all their lines in order now, and are making an unusually large display of Schlegelmilch goods. They are very strong this year on souvenir china, and besides having samples of local scenes and pictures of public buildings in the largest cities of the country are prepared to put any building or scene which the buyer may elect on ware for his exclusive use. Several new arrivals have augmented their display of the higher grade goods, mention of which was made last week.

Cox & Lafferty have just received two new cut stemware lines from the Seneca Glass Co. On one of these the pin wheel cutting is featured in graduated sizes according to the size of the bowl. The other embraces a neat combination of the daisy and sunburst. The items are all well cut and fully polished. A new deep plate etched line is another of the new lines in stemware. The bowls in the wide optic style are well covered with an excellent pattern.

The Mosfern Co., specialists in imported ferns and Japanese air plants, are located in their new showrooms at 467 Broadway. The new location affords excellent facilities for displaying the handsome line of goods. An extensive line of solid brass bowls and shells for the ferns is also on view and carried in stock.

E. R. Thieler is displaying the new samples of Mettlach ware from Villeroy & Boch. These standard goods have a hold on every dealer throughout the country and are an indispensable part of any retailer's

stock. The samples this season show an advance over last year, and are exceedingly attractive.

George N. Blust, manager of the local office of the Pittsburgh Lamp, Brass and Glass Co., is showing for the first time a line of handsome brass automobile lamps. They are substantially made, are fitted with reflectors that throw a powerful light, and are shown in four sizes. Generators to manufacture the gas are shown in two styles.

Henry Endemann is displaying his lines of table, bar and fancy glassware from the S. Reich Co., Vienna, at 67 Park place, where he is occupying a part of the wareroom of Edw. Butler. D. Klamp, who was associated with Mr. Endemann in the old firm of Endemann & Churchill, will represent him in the local district.

A line of nursery novelties has been placed on display by Geo. F. Bassett & Co. The body is of the well-known Bassett china, and the decors are strong decals in four different subjects, including a Teddy Bear and Buster Brown series. The goods are in stock, and a sample assortment has been made up which sells at a very low figure. Illustrations and price list will be mailed upon request.

F. W. Reischenbacher has been appointed New York representative of the Utopian Silver Deposit Co.

Many new samples of Radium ware were received last week by Paul Joseph, agent for the Millersburg Glass Co., on which new metallic colorings have been brought out in exquisite blends. New shapes and new items have been added with floral and fruit decors in varying degrees of relief.

J. H. Venon is ready to show visitors an astonishing array of Swedish glass, French china from Martin, and Swedish and Russian china. The success of the Swedish glassware has been phenomenal.

At Morimura Brothers the new Japanese goods include a number of vases with novel decorations. The regular lines of china are shown with new designs in particularly good colorings. A general increase in quality is noted through the entire line.

Among last week's out-of-town buyers was one whose athletic reputation is so great as to be a source of envy to his friends. He is, by the way, a strong advocate of the cold bath every morning, and delights in extolling its merits. On his last circuit of the District he entered a showroom and in response to a polite query as to his health said:

"Feel rotten to-day. First time in years I have missed my cold bath before breakfast."

"Why didn't you take it?" asked a salesman, as the visitor hugged the radiator.

"There wasn't any hot water," he replied.

Geo. Borgfeldt & Co,'s lines are on display, and they are ready for the trade as soon as the trade is ready for them.

Wm. Dealing has received from the Cambridge Glass Co. the full line of samples of the new "Thistle" pattern on pressed glassware. The pattern is a rock crystal effect. The samples from the Flemington (N. J.) Cut Glass Co., which line Mr. Dealing has just taken hold of, have arrived.

Hugh C. Edmiston is in receipt of a letter from George L. Ashworth & Bros., Hanley, England, stating that Her Majesty Queen Mary recently had a selection of Lustrosa" ware taken to Buckingham Place for inspection, and after expressing great admiration for the ware made several purchases.

J. Duncan Dithridge's new cut stemware samples from Bryce Bros. make a display to be proud of. There are ten absolutely new rock crystal patterns, in one of which the Japanese aster is featured, while in another the carnation has received a treatment that is probably unexcelled. Another new line has stone engraved work with a satin finish. In the etched goods several new designs have been originated. Many new items have been added to other lines, and taken as a whole Mr. Dithridge's display this year is one of the most comprehensive in the District.

The Turner & Seymour Mfg. Co. is having a good run on its combination candlestick and candle lamp. It can be obtained in several finishes to match the various colored shades with which it may be fitted. A spring device in the holder regulates the height of the candle flame so as to make the device absolutely safe.

That some department store buyers do business in peculiar ways is well known. A story is told by a salesman in the District that shows it does not always pay to be tardy in placing orders. At the commencement of last year's import season this salesman went to a certain buyer and showed him six new dinnerware patterns. The buyer picked out two and told the salesman to drop in the next week for the order The salesman did so and was met with the statement that it was not ready then. After repeated calls the order-taker grew tired, and showed the samples to another firm, which gave him an order immediately. His next trip to the first store found the order ready, and

the buyer on learning that the pattern had been sold to a rival establishment flew into a rage, but had to content himself with two other designs. He learned a lesson through this experience, though, for those he had originally picked out proved to be among the best sellers of the year, while the oneshe carried moved only fairly.

Geo. A. Malone, representing the Eagle Glass and Mfg. Co. at 32 Park place, has received a number of new samples in night lamps, salts and peppers, and small novelties such as handled tubs, purses, and condiment sets, decorated in various colors. He is also showing the company's line of lighting glassware, which includes electric globes with the new beaded effect.

Robt. Slimmon & Co. have opened a new line from Wilkinson's which is a radical departure from anything the pottery has hitherto turned out. It consists of fancy pieces of various kinds, such as vases, bonbons, card receivers, etc., and is called "Oriflamme "ware. In the lines of Sudlow teapots there are many additions, some of them novel and interesting, and all attractive. The well-known character of these goods is an assurance that when the firm bring out anything new it is bound to be good.

Hammond & Benford, the new cut glass firm at 65 West Broadway, have completed fitting up their new showrooms and have on display the complete line of Emil F. Kupfer. A new hob-nail cutting is of more than ordinrry merit, being an all over pattern, deeply cut and well finished. The line is of a popular-priced one, and will undoubtedly ineet with a substantial demand, presenting, as it does, designs which were formerly obtainable only on full cut blanks.

A. A. Vantine & Co. have added to their elaborate line of white bone china some new hand painted decorations which in style, treatment and effect surpass anything they have ever shown. The orders now on file for spring delivery of "Kinran" porcelain show that this popular ware is continuing to give the best of satisfaction.

E. Torlotting, agent for the St. Louis Crystal Glass Co., has received several new stemware lines in rock crystal, gold incrustations and deep acid etchings. New electric fixtures have just been installed, and the showroom presents a display of sparking brilliancy.

A. G. Moment has received his new lines of Redon china. There are some beautiful sprays, excellent borders and a large array of white and gold incrusted patterns, making a bigger and better display than even last years's showing. The new glass which Mr. Moment is carrying opens up well and gives promise of being a success.

The United States Glass Co. has received about 360 new items in cut stemware from the Tiffin, O., plant. The goods embrace four new decors, and the Colonial line has been improved by a cut star foot. The metal is full crystal, of fine color, and with a ring that almost rivals the deep resonant sound of a cathedral gong.

SHOOK 'EM UP A BIT.

THE crockery and glass men suffered considerably in the shake up of the District on Wednesday by the dynamite explosion at the Jersey Central railroad terminal. The Geo. H. Bowman Co. lost both their large plate glass windows. The fanlight over the front door and half a dozen lights in the rear of L. Bernardaud & Co.'s store were shattered. Herman C. Kupper, Bawo & Dotter, The Pairpoint Mfg. Co. L. D. Bloch & Co., and a dozen others had their windows broken. At Edward Butler's a solitary teapot was knocked off the table, and at L. Straus & Sons' an expensive vase was smashed. Below Duane street few buildings escaped, and at Cortlandt and West streets the damage was very severe. The explosion recalled the Tarrant seltzer catastrophe of a few years ago, when the District was frightened half out of its wits.



ROYAL WORCESTER, "LILY" PATTERN, DATING FROM 1783, AT MADDOCK & MILLER'S.

AN ENTERPRISING HOUSE.

ONE of the oldest houses in the business of importing china, glass, dolls and toys is that of Louis Wolf & Co. Established in Boston, as their business grew they found it necessary to open a New York branch first, and later one at Chicago. Two years ago the New York warerooms became too small for their purpose, and they doubled their space. Still the business grew, and last fall they took the second loft of the American Woolen Building, 221-227 Fourth



avenue, where they have 22,000 square feet of floor space—more than double the room afforded at the old store on Broadway. They are also doubling their space in Chicago. The parent house in Boston in the meantime has not been standing still, additional rooms having been taken there and the capacity largely increased. The firm is now ready for the import season of 1911 with a splendid display of novelties in china and glassware. The array of dolls and toys is imposing, and comprises all that is new and interesting. The buyer who fails to see the lines is not doing justice to himself or his firm.

COMMERCIAL PRECEDENTS.

WE are in receipt of a copy of a work entitled "Commercial Precedents," selected from the Replies and Decisions columns of the New York "Journal of Commerce and Commercial Bulletin," compiled by Charles Putzel, who was a speaker at the last banquet of the Salesmen's Association. Its 776 pages contain matters of great value to every business man, as they touch upon almost every subject which interests commercial people.

MONTHLY SUMMARY OF IMPORTS.

THE imports of earthenware, stone and china ware for the month of November, 1910, compared with the same month in the preceding year, were as follows:

	1909	1910
Great Britain	$214,738	$229,583
Austria	78,52[illegible]	62,467
France	164,835	186,907
Germany	342,659	498,847
Japan	106,356	96,750
Other Countries	86,555	27,357
Other Europe		
Total	$943,665	$1,051,861

FOR ELEVEN MONTHS ENDING NOVEMBER.

	1908	1909	1910
Great Britain	$2,397 039	$2,496,275	$2,551,437
Austria	899 877	750,203	674,157
France	1,589,713	1,711,622	1,643,989
Germany	3,847,179	3,502,849	4,129, 75
Japan	1,150,970	1,181,653	1,196,528
Other Countries	241,140	281,927	387,669
Other Europe			
Total	$10,125,918	$9,874,529	$10,532,955

TOYS

	1909	1910
Germany	$465,842	$724,972
Other Countries	60,738	58,282
Total	$526,580	$783,254

FOR ELEVEN MONTHS ENDING NOVEMBER.

	1908	1909	1910
Germany	$4,454,507	$5,294,010	$6,491,178
OtherCountries	468,775	533,056	728,320
Total	$4,923,282	$5,828,066	$7,219 498

GLASSWARE.

NOVEMBER		FOR ELEVEN MONTHS ENDING NOVEMBER		
1909	1910	1908	1909	1910
$292 976	$197,602	$2,779,358	$3,134,086	$3,085,816

ARTICLES OF METAL ENAMELED OR GLAZED WITH VITREOUS GLASSES.

NOVEMBER		FOR ELEVEN MONTHS ENDING NOVEMBER		
1909	1910	1908	1909	1910
$59,828	$59,823	$628,990	$707,099	$782,464

Among the Potteries
East and West

East Liverpool and Vicinity.

A most optimistic feeling exists in this district. January was a heavy business month, according to statements of ninety per cent of the manufacturers here. In five particular instances the owners of potteries state that they booked considerably more business than in January 1910, and the majority of the East Liverpool, Chester and Newell plants are feeling exceedingly pleased over existing conditions.

* *

At the annual stockholders' meeting of the Smith-Phillips China Co. the following officers for 1911 were elected: president and general manager, J. T. Smith; secretary and treasurer, William H. Phillips; assistant secretary and treasurer, Roy Colclough; assistant general managers, Edward A. Crawford, decorating department; Charles Bowman, clay and manufacturing department.

* *

The way the trade winds blow is shown by the fact that the Cartwright Bros. Pottery Co., stopped operations for just one half day to take stock last week. The plant is exceptionally busy on its underglaze blue treatments, and the general lines of dinner ware are moving better than ever.

* *

Specialties of the Vodrey Pottery Co. are being shown in a variety of new treatments this season, and these coupled with their new dinner patterns are producing an excellent volume of business. Quite a number of new and exclusive open stock dinner treatments are being shown.

* *

A local manufacturer was going through the district during the past week seeking to make a contract for a year for the purchase of white ware. A number of manufacturers who were approached were unable to touch the business.

* *

It is said that not a buyer who visited this district during the last four weeks failed to call at the Homer Laughlin China Co. The concern is making a feature of carload shipments, although the small buyer is accorded the same welcome as the big fellow. Because of the immense capacity of this plant buyers are assured of having all shipments made promptly. The "Genesee" and "Niagara" dinner patterns are two of the best selling lines in the district.

* *

All the molds and effects of the National China Co. were removed from their former plant in this city to the Salineville plant during the early part of the week, where in the future all business of this concern will be transacted. The Harker Pottery Co. took possession of the property formerly occupied by the National Wednesday of this week. It will be operated in conjunction with the No. 1 plant.

* *

John H. Harper, of Niagara Falls, N. Y., was scheduled to be here this week to take up the formation of a local company to erect and perfect a continuous kiln to be fired by electricity, reference to which has been frequently made in this column. It is believed that the first kiln of this character willbe erected at the Smith-Phillips plant.

* *

A new plain dinner shape will be shown by the Colonial Pottery Co. at an early date. It is now being modeled, and will come out in twenty-five new exclusive open stock treatments.

* *

George Fowler, Western salesman for the Trenle China Co., and H. C. Connor, Eastern salesman, have started over their territories.

* *

When J. F. Dale, the Eastern representative of the Thompson Pottery Co., visited the home office a few days ago it was his thirteenth annual pilgrimage to East Liverpool.

* *

Daniel McCarron, formerly with the Potters' Co-Operative Co. and the National China Co., and for the past two years general manager of the manufacturing department of the Warner-Keffer China Co., has severed his connection with that concern, and has been succeeded by Joseph Manor. The latter was for many years employed as a superintendent by the Knowles, Taylor & Knowles Co., and then went to Huntington, W. Va., to manage the plant of the

Huntington China Co. He was also in charge of the old Union Pottery Co. of East Liverpool.

* *

F. H. Pletcher, formerly Eastern salesman for the Rosevile Pottery Co., Zanesville, O., who went to the Pacific Coast two years ago for the benefit of his health, has gone into the real estate business near Los Angeles, and is doing exceedingly well.

* *

Among the buyers in the district since our last issue were the following:

Mr Atherholt, Philadelphia, Pa.
W J Ford, with Burley & Tyrrell, Chicago.
Mr Myers, with Sperry & Hutchinson Trading Stamp Co, New York.
B O Chapman, with Ogden, Merrill & Greer, St Paul.
Louis Burke, New Albany, Ind.
John McClelland, Houston, Tex.
Mr Goodwyn, with Memphis (Tenn.) Queensware Co.
F W Johnson, with Webb-Freschlag Mercantile Co, Kansas City, Mo.
J W Patterson, with Cook Crockery Co, St Joseph, Mo.
John C State and W T Sprague, with Great Nothern Mfg Co, Chicago.
New York Crockery Co.
Col C L Knapp, Leavenworth. Kan.

Sebring, O.

Another pottery is to be built here. It will have a capacity of nine kilns, and will be erected by Fred Sebring, who made such a signal success of the Limoges China Co. Plans are said to be completed and construction will commence in the spring.

Baltimore, Md.

The Edwin Bennett Pottery Co. has completed the rebuilding of its plant and its equipment with new machinery. A new dinner and toilet shape have just been placed on the market.

BOOSTING AMERICAN POTTERY.

LABOR unions have for many years sent circular letters broadcast urging the membership to buy certain goods, but never has a circular gone forward urging the purchasing of American pottery. The kilnmen of East Liverpool have now taken this matter up, as the following from the secretary of that organization shows:

It is seldom that a meeting of No. 9 is held but what we receive communications boosting the products of other organized labor crafts. This is a good thing. And if a good thing for other trade organizations, why not for the Brotherhood? It would be a comparatively easy thing to start a campaign for the purchase of American-made ware by simply calling attention to the product of our hands when replying to outside correspondence. I believe every day we fail to act upon this suggestion we are letting a golden opportunity slip by to do ourselves and the trade much good.

IMPORTS AT NEW YORK.

Petaining to China, Crockery, Glass, etc., for week ending January 31, 1911.

ANTWERP

122	packages	glassware	B Gunthel
39	"	"	Bawo & Dotter
19	"	"	A Berger & Co
9	"	"	Koscherak Bros
1	"	"	Graham & Zenger
1,069	"	"	Miscellaneous Orders
6	"	earthenware	L Straus & Sons
24	"	"	Miscellaneous Orders
19	"	chinaware	Vogt & Dose
26	"	"	Miscellaneous Orders
27	"	toys	Strobel & Wilken Co

BREMEN

13	packages	glassware	L Straus & Sons
17	"	"	Samstag & Hilder Bros
13	"	"	A Steinhardt & Bro
88	"	"	Eimer & Amend
27	"	"	Strobel & Wilken Co
665	"	"	Miscellaneous Orders
42	"	chinaware	Strobel & Wilken Co
1	"	earthenware	Geo Borgfeldt & Co
28	"	"	Knauth, Nachod & Kuhne
57	"	"	Samstag & Hilder Bros
71	"	"	L Straus & Sons
4	"	"	Lazarus & Rosenfeld
39	"	"	Bawo & Dotter
53	"	"	Miscellaneous Orders
345	"	toys	Geo Borgfeldt & Co
2	"	"	J Bing
72	"	"	F W Woolworth
57	"	"	F A O Schwartz
233	"	"	Strobel & Wilken Co
116	"	"	Miscellaneous Orders

FIUME

17	packages	glassware	J Palme
44	"	"	L Straus & Sons
6	"	"	Koscherak Bros
76	"	"	F W Woolworth

SOUTHAMPTON

24	packages	chinaware	Wm Guerin & Co
23	"	"	A G Moment
12	"	"	H Creange
17	"	"	J H Venon
5	"	"	Lazarus & Rosenfeld
10	"	"	H R Churchill
22	"	"	L Straus & Sons
2	"	"	L D Bloch & Co
5	"	"	Fondeville & Van Iderstine
1	"	"	Miscellaneous Orders

HAMBURG

20	packages	glassware	Strobel & Wilken Co
61	"	chinaware	" "
113	"	toys	" "

COPENHAGEN

4	packages	chinaware	J H Venon
14	"	"	Miscellaneous Orders
69	"	toys	Geo Borgfeldt & Co

LIVERPOOL

20	packages	earthenware	Geo Borgfeldt & Co
16	"	"	E Boote
18	"	"	Froeber & Vollrath
14	"	"	W S Pitcairn
3	"	"	K L Wedgwood
6	"	"	Meakin & Ridgway
1	"	"	L Straus & Sons
12	"	"	Maddock & Miller
13	"	"	H C Edmiston
6	"	"	Miscellaneous Orders
52	"	chinaware	J Davison
4	"	toys	Strobel & Wilken Co

LONDON

38 packages toys..... Strobel & Wilken Co

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

77 packages earthenware..... Jones, McDuffee & Stratton Co
61 " " ..... Mitchell, Woodbury Co
21 " " .....A W Chesterton
1 " " .....R H Stearns Co
8 " " .....R Slimmon & Co
3 " " ..... Rowland & Marsellus Co
10 " " .....E Butler
2 " " ..... Miscellaneous Orders

ANTWERP

1 package earthenware.....Jones, McDuffee & Stratton Co
21 " " .....Merchants Dispatch
2 " " .....Bawo & Dotter
22 " " .....Baring Bros & Co
3 " " .....Miscellaneous Orders

ROTTERDAM

8 packages earthenware.....R F Downing & Co
4 " " ..... Geo Borgfeldt & Co

HOW HE TIMED HIS TALK.

A SUCCESSFUL salesman had a novel way last season of exciting at least a momentary interest in his prospective customers in the new territory he had been given. On entering the office of his prospect his first remark was:

"Mr. Smith, we are both business men with whom time is money. I only ask for three minutes of yours, as I can give you but three minutes of mine. Let's be sure we keep to the limit.

Thereupon he pulled from his pocket quickly and placed on the desk of his hearer, well within his vision and reach, a neat little article of the same shape as and patterned after the well-known hour glass, but containing only sand enough to require three minutes for its passage from the upper to the lower compartment.

"You keep tab and don't let me overtalk the limit.—*System.*

THE SALESMAN'S PRAYER.

From buyers grouchy and exacting,
From Pullman ladies too distracting,
From orders promised on the morrow,
From brother Elks who want to borrow—
Good season, save us!

From musty, dusty, crusty stock-men,
From grabbing, ticket-writing hock-men,
From buyers always "out to dinner,"
From men who say *their* line's the winner—
Kind season, spare us!

From him who says, "Your talk is noted,"
And starts to kick before you've quoted;
From letters that leave salesmen wrecks,
From everything but daily checks,
Dear season, save us!

THE MAN ON THE STREET.

SPECIAL NOTICES.

The cost of advertisements under this heading is $1 for the first and fifty cents for each following insertion for each half inch of space (30 words). PAYABLE IN ADVANCE.

HELP WANTED.

WANTED—Man with good city following to sell a well-known line of lighting fixtures in metropolitan territory. Good arrangement for right party. Gentile. Address M. T. W., this office.

WANTED—First-class china and earthenware salesman by English importing house, to cover the Southern States. Address Box 750, this office.

TO LET.

TO LET, with immediate possession, entire fourth floor, 25 x 110, at No. 46 West Broadway. Finest location in city for china, glass or housefurnishing goods salesroom. Fixtures for sale. A rare chance. Immediate attention necessary. Apply to JANITOR on premises.

FOR SALE.

FOR SALE—One Knott & Harker cylinder printing press complete, practically new; four engraved cylinders and two blank cylinders (outside diameter 4 inches). Also four potters' hand-printing presses complete, and four printers' stoves (electric). Address Box 749, this office.

The Potomac Glass Company,

MANUFACTURERS OF

Lead Blown Glassware,

CUMBERLAND, MD.

OUR SPECIALTIES ARE:

HAND-MADE STEMWARE. DEEP PLATE ETCHED WARE.
CUT FLUTE TUMBLERS. WHITE ACID ETCHED TUMBLERS.

Full lines of samples can be seen at our agencies:

THOS. G. EDGE,
66 West Broadway, New York.

C. H. PARSHALL,
409 Granite Bldg., St. Louis, Mo.

J. S. WALKER & CO.,
Northeast Corner
Hanover and Lombard Sts.,
Baltimore, Md.

GEO. H. RUTH,
16 N. Sixth St., Philadelphia, Pa.

J. S. DAWES,
95 Pearl St., Boston, Mass.

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Fine Pottery, Glass and Lamp Merchants.

(TEN FLOORS,)

25 to 39 Franklin, cor. Hawley St., BOSTON, MASS.,

Offer the following STOCK PATTERNS of Decorated Ware, which, being carried in abundant lines, both open and in original packages, can be supplied promptly, and at lowest market values:

BLUE SPODE'S TOWER,	W. T. Copeland & Son.
MONTEREY,	Ridgways.
Flow Blue MEISSEN, Onion pattern	
Old Blue WILLOW,	"
The ORLOFF,	"
The BRIDAL WREATH Hotel	"
The GENEVA, Hotel,	"
The MILAN, Hotel,	"
Green Illuminated FLORENTINE,	Johnson Bros.
The REGENT,	" "
The SANTOS, White and Gold,	" "
The HAVELLA,	" "
The GROSVENOR,	" "
The BARODA,	" "
The MIKADO, Green and Gold,	" "
The WHITE HOUSE, White and Gold	" "
The VALENCIA LACE HOTEL,	" "
The GOLDEN CHAIN,	Alfred Meakin, Ltd.
The WINDERMERE, printed and gold,	"
The MARSEILLES,	"
The SENATE,	"
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The TUNBRIDGE China,	Doulton & Co
The ST. LAZARE SPRAY,	Haviland & Co. China.
The DONHOFF.	" "
The SPRINGTIME,	" "
The MONTEBELLO,	" "
The SONDERBURG,	" "
The NORMA.	" "
The PRINCESS,	" "
The AMSTEL.	" "
The ST. GEORGE, Gold Encrusted	" "
The FRONTENAC,	" "
The COUNTESS,	" "
The AUTUMN LEAF,	" "
The CASTIGLIONE	Porcelaines G D A China
The MALABOR Hotel,	" "
The BALUSTERE Hotel,	" "
The CALVADOS, Encrusted Gold,	" "
FONTAINBLEAU,	" "
BLEU DE FOUR, Encrusted Gold. The NAVARRE.	J. Pouyat
White and Gold Encrusted, the LORRAINE,	" "
The ATHENA.	" "
The NARBONNE, Green Band and Gold Lace,	" "
The FONTENAY,	R Delinieres & Co
The LAFAYETTE,	Villeroy & Boch, Dresden
The FULDA, Austrian China.	
The MUNICH, "	
The GRENADA, "	
The LONATO, "	
The BARONIAL, White and Gold, Bavarian China.	
The CZARINA,	Theodore Haviland & Co
The LOUVRE,	" "
ALTADENA, Border Hotel,	John Maddock & Son
Mason BLUE CANTON,	Ashworth Bros
Royal Dresden BLUE ONION Porcelain	Crossed Swords Brand.
MEISSEN CHINA (Dresden) Blue Onion.	
The ODESSA, White and Gold Encrusted,	John Aynsley & Co.

and others which for lack of space cannot be enumerated here.

Also, Grindley's W. G. and Johnson's White Semi-Porcelain; Alfred Meakin's W. G., Haviland White, Gold and Decorated china, and Staffordshire, German, Japanese and French China Novelties; also the best things from the Greenwood Pottery Co., Lenox, Onondaga China, Knowles, Taylor & Knowles, and others.

New Stock Patterns constantly being added; and while we mean to be able to match up past stock patterns we are having the best up-to-date new stock patterns.

Our facilities for readily matching STOCK PATTERNS will be appreciated when we state the fact that we have upwards of 8,554 BINS occupied in our sixteen lofts.

☞ **"Stock Patterns" which cannot be readily matched cause more annoyance than profit.**

JONES, McDUFFEE & STRATTON CO., Boston

CROCKERY AND GLASS JOURNAL

NEW YORK, FEB. 9, 1911.

THE CONDITION OF BUSINESS.

New York. Despite numerous arrivals of prominent buyers it was a sort of "blue" Monday this week. Except in one or two salesrooms very few purchasers were seen on that day, and what they did with themselves was a matter of inquiry. The usual February storm, due about the middle of the month, came early, and the city was smothered under a mantle of snow. This probably accounted for their non-appearance.

Those who are placing orders are working hard, buying quickly, and in fairly large quantities—perhaps ten per cent more than they did last year. When it is considered that the big jobbers bought freely last spring, whatever they take over and above these purchases may be considered a large gain. Their efforts are devoted largely to German and English goods, which, as usual, receive attention before French wares are taken up. Some heavy orders for the latter have been placed, however, and the importers of these lines are feeling confident of a bigger business than last year.

Retail trade in and around New York in January was about normal, though some department store men claim that they were a little disappointed, and are hoping that their February "special sales" will more than even it up. Retail trade throughout the country, so far as our reports show, was a little more than the average for January. It is the firm conviction in the minds of many that if stocks were not so low retailers would have had better returns. The call for dinnerware has been heavy, and in many instances could not be met for want of stock. There is still a good supply of fancy goods in the hands of the retailers, but these are not moving as rapidly as in former years. That their day will come again is a foregone conclusion, but as the country was flooded with German goods at a ridiculously low price, and many dealers consequently overstocked, until the stuff is moved there will necessarily be little wholesale demand for more. With such a stock on hand it will require "backbone" to buy; but the man who does freshen up his stock with the newest things will undoubtedly profit by it before the year is over.

The demand for American crockery still continues very heavy, and the buyers of five and ten cent goods are favoring American manufacturers more even than last year. Mail order houses are also throwing large blocks of business in the way of the domestic potter. The glass men, too, are exceedingly busy.

The outlook is more promising even than at our last writing. There is a feeling of buoyancy in all trades which has been absent for three years. There is no question but that the general commerce of the country is improving. Buyers are not plunging in any line, but that they are ordering more freely than for a long time is beyond dispute.

Trenton. Every plant is running here, and trade is apparently very satisfactory. While the orders being placed are not quite as large as were booked this time last year, this does not alter the opinion of the manufacturers that the spring business will be large.

East Liverpool and Vicinity. The best grades of American dinnerware are selling better this year than heretofore. Plain shapes are the most popular, although there is a fair demand for the fancy ones. Assortments are also moving nicely, and the demand for covered jugs is better than ever. Border patterns have the call, the floral treatments being used chiefly on the cheaper grades. Business as a whole is very satisfactory for this season of the year.

Pittsburgh and Vicinity. The factories have started to receive a fair business from salesmen out on the road. This, together with the orders booked during the exhibit last month makes the files plethoric. The demand for the better grades of glassware is increasing, and the plants manufacturing such lines are experiencing a heavy business.

St. Louis, Mo. Mound City buyers of glass and crockery are optimistic as to the volume of trade during 1911 and many of them are beginning to place orders quite liberally. "Business is good" is the general expression among the leading dealers

IN TOWN.

Abbreviations—c, crockery; g, glass: hf, housefurnishings; l, lamps; t, toys; s, silverware.

THE following buyers have reported in town since our last issue:

J Kohnfelder, with Siegel-Cooper Co, hf, Chicago. Sixth avenue and Twentieth street.

A Heper, with Wm Barr D G Co, hf, t, St Louis. 72 Leonard.

E S Wolfe, c, g, Parkersburg, W Va.

A Hellenthal, with Nordhoff & Co, hf, c, Seattle. 2 Walker.

W E Goodman, with M O'Neil & Co, hf, c. Akron, O. 2 Walker.

E L Chamberlain, with Jones D G Co, s, Kansas City, Mo. 214 Church.

J R Irwin, with Emery-Bird-Thayer D G Co, c, g, Kansas City. 396 Broadway.

F Montei, with Fox & Co, hf, Hartford, Conn. 330 Church.

R W Vincent, with J W Robinson Co, hf, Los Angeles. 111 Fifth avenue.

C W Slaten, with John Bressmer Co, hf, Springfield, Ill. Imperial.

W M Jamison, of the Jamison Hfg Co, hf, Trinidad, Col. 320 Church.

J F Woodman, with Ogden, Merrill & Greer, c, St Paul. Imperial.

C F McGee, with Rhodes Bros, hf, Tacoma, Wash. 100 Fifth avenue.

S W Schumacher, with Foster & Cochran, c, hf, Lancaster, Pa. 817 Broadway.

Geo J Brown, with Rudge, Guenzel Co, c, Lincoln, Neb. Latham.

J W Saville, with Zion Co-Operative Merc Inst, hf, c, g, Salt Lake City. 75 Spring.

J Patterson, with Cooke Crockery Co, c, St Joseph, Mo. Herald Square.

H Salomon, with A M Rothschild & Co, t, Chicago. 43 Leonard.

Wm Butler, with M Rich Bros Co, t, Atlanta, Ga. 40 West 22d street.

C J Hillman, with Wonder Dept Store, hf, t, Spokane. 47 Lispenard.

K K Denniston, with J D Purcell Co, hf, Lexington, Ky. 45 Lispenard.

G J Wallace, with Scott-Griggs Co, hf, Cleveland. 43 Leonard.

E Grant Garnsey, with Marshall Field & Co, c, g, Chicago. 104 Worth.

L D Clark, c, g, Easthampton, L I.

M Ast, c, g, with Houston Racket Store, Houston, Tex.

Geo H Kefauer, with R C Reynolds, c, g, Troy, N Y.

H R Koch, with Regnier & Shoup Crockery Co, c, g, St Joseph, Mo.

Morris P Cook, with Regnier & Shoup Crockery Co, c, g, St Joseph, Mo.

I Ichenhauser, of Ichenhauser, & Co, c, g, Evansville, Ind. Martinique.

Mr Johnson, with Webb-Freyschlag Merc Co, c, g, Kansas City, Mo.

P Luger, of Luger Furn Co, c, g, Fargo, N D. Navarre.

J Moses, with United China and Glass Co, c, g, New Orleans. Hotel Astor.

S Rosenthal, with Noland Block & Co, c, g, Louisville, Ky. Latham.

A H Ray, c, g, Shreveport, La. York

B P Baxter, with Hennessey Bros Merc Co, c, g, Butte, Mont. 214 Church.

F J Casteline, with Pitkin & Brooks, c, Chicago. Belmont.

Carl Funke, c, g, Lincoln, Neb. Holland House.

F Gable, with McDohald Bros Co, c, g, Minneapolis. Imperial.

J W Tottle, c, g, Baltimore. St Denis.

H J Todd, with L S Donaldson Co, c, g, Minneapolis. 2 Walker.

S Weller, with Newton, Weller & Wagner Co, c, g, San Antonio, Tex. Cadillac.

Messrs Younger and Stilcke, of Younger & Stilcke, c, g, Milwaukee. Park avenue.

J J Bippus, c, g, Port Jervis, N Y.

Louis Carter, with Snellenburg & Co, c, g, Philadelphia.

F G Coover, with Miller & Paine, c, g, Lincoln, Neb. 31 Union Square.

Wm J Mills, with Great Met. Dept Store, hf, Lewiston, Me. Earlington.

S A Knill, with Denver D G Co, hf, t, Denver. 30 East 20th street.

A C Hislop, with Porteous, Mitchell & Braun Co, c, g, hf, Portland, Me. 55 White.
Miss Lugrin, with Jordan-Marsh Co, t, Boston. 31 Union square.
Carl Meyer, with Lewis & Neblett, c, g, Cincinnati.
R H Jonas, c, g, Rushville, Ind.
M J Davies, with J C Lewis Co, hf, Louisville, Ky. 45 Lispenard.
O E Sautter, with Kennedy, McLeod & McArthur Co, c, t, St Paul. Grand.
G N Everett, with Woodward & Lothrop, hf, c, Washington. 438 Broadway.
W T Giles, with Loveman, Joseph & Loeb, c, hf, Birmingham, Ala. 31 Union square.

AT BOSTON.

STOCK-TAKING throughout New England is practically concluded. Sellers who have ventured from the city find stocks low and the trade in a buying mood. Business is looking up very encouragingly, and optimism runs high.

The trade will regret to learn of the demise of Daniel Lowe, of the jewelry concern bearing his name at Salem, Mass. The house is a big handler of cut glass.

Lew H. Bown, general manager of the Buffalo Pottery, and Ed. E. Wilgus, traveling representative, are at Young's with their famous Pittsburgh display. They will be here but one week—not a month, as announced last week—and will then visit New York and Chicago.

C. A. Chenoweth, operating several glass and crockery stores on the island of Nantucket, was placing orders here last Monday.

R. E. Phillips has returned from the West and is now touring through New England for S. A. Weller.

"Abe" Hayes, envoy of the Cook Pottery Co., Trenton, N. J., opened his line at Young's Monday.

T. A. McNicol, of the Potters' Co-operative Co., East Liverpool, was here last week, and brought in a bunch of "nifty" new samples to Chase & Francis. Ed. J. Tucker, the C. & F. roadster, has returned from the "best New England trip I ever had."

W. A. Purinton, with Harry B. Hollis, the Cambridge Glass Co. man, had a good Massachusetts journey last week. New samples are continuing to arrive here.

George A. Granville was quite enthusiastic Monday over the receipt of three new Heisey punch bowls with a Grecian border. He has just added three new lines to his list—that of the Economy Tumbler Co., the electric and gas portables made by the American Manufacturers Co., Philadelphia, and a line of statuary.

The Will Kenda System will shortly open a five to fifty cent store in Springfield, Mass. If this is successful stores will be opened in other cities.

C. M. Acher has returned from his initial New England trip in the Roseville interests.

Harry Kaynes, a jeweler at Lowell, Msss., has an exceptionally fine cut glass department.

Fred Shattuck, with Geo. F. Bassett & Co., New York, was another well-known trade visitor here.

J. S. Dawes expects to soon receive samples of the new line of needle etched ware from the Potomac Glass Co.

A. St. Louis, glass buyer for the James Edgar Co., Brockton, Mass., was here this week.

Geo. E. McFarlin, who handles the gas line of the Pittsburgh Lamp, Brass and Glass Co., is in the wilds of New England, as also are J. J. Dunn, the electric man, and J. W. Power, the oil king.

Geo. H. Wood, Lowell, Mass., jeweler with a china and cut glass department, is featuring a "removal sale" on account of his present store soon to be razed.

"Jack" Carling, with the Pope-Gosser China Co., Coshocton, O., was here with an extensive assortment of samples.



J. C. JONAS,
Sales-manager Warwick China Co., Wheeling, W. Va.

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

Published Every Thursday

BY

WHITTEMORE & JAQUES, Inc.,

92 West Broadway, New York.

EDITORIAL ROOMS, TEL. 5092 BARCLAY.

MECHANICAL DEPT., TEL. 5086 BARCLAY.

SUBSCRIPTION RATES, INVARIABLY IN ADVANCE:

United States	$2.00
Canada	3.00
All other foreign countries in the postal union	4.50
Single copies	.10

In remitting subscriptions please send Postal Money Order.

Make all checks and drafts payable to Whittemore & Jaques, Inc. Out-of-town checks should bear the words "With New York Exchange"

Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, FEB. 9, 1911.

"SWAMPED with orders as a result of advertising in your paper. Take out the ad!" writes a well-known manufacturer. We regretfully comply, oppressed by the thought that perhaps it would be more to our advantage if the JOURNAL were less of a business-getter.

SADDLING THE WRONG HORSE.

THE law which went into effect last month in Pennsylvania governing the sizes of bottles and jars used for milk and cream has created considerable dissatisfaction on the part of the manufacturers. The law provides that bottles must be of six standard capacities: half gallon, three pints, quart, pint, half pint and gill. The name of the maker must be blown either on the bottom or side of the containers. So far there is no objection whatever. But particularly galling to the manufacturers is their subjection to a $500 fine if the bottles are found to be off standard.

It appears to us that this is a very roundabout and unfair method of attaining the desired result—to wit, bottles of honest measure.

The matter of a gill or so in a bottle makes small difference to the maker, as far as the money he receives for manufacturing it is concerned.

This same measure of milk, however, would very quickly mount into money where false measure is given.

It appears plain enough that the dairy companies, as we pointed out when the agitation began, are the real gainers where short weight is employed.

What process of reasoning is responsible for making the bottle manufacturer the "goat?"

NEED FOR ORGANIZATION.

THE recent partially successful lockout of the Brooklyn cut glass factories demonstrated what could be done if they were thoroughly organized. From one of the prominent manufacturers it is learned that the men have been having things pretty much their own way owing to the fact that efforts on the part of some makers toward combination have been blocked by petty jealousies and a misunderstanding of motive on the part of others. To the inability of the factories to act in unison was due the success of the strike some months ago, and until effective steps are taken to this end they will remain in constant danger.

PERSONAL.

ON Wednesday Fred Siem, foreign buyer for the Dohrmann Commercial Co., San Francisco, sailed for the European and Oriental markets on the Lusitania on the most momentous trip of his career. Mr. Siem will circle the globe, but not alone, for at Honolulu in June he will be joined by and to his fiancee, a 'Frisco girl, and they will travel the last leg of the circuit as the "Newlyweds."

Joseph Irons returned from a short business trip on Monday, and reports conditions in surrounding territory very favorable.

Chas. S. Dennis, secretary of the Jobbers' Association, arrived in New York Tuesday to be present at the meeting held Thursday.

J. W. Irwin, treasurer of the Edwin M. Knowles China Co., East Liverpool, will spend a fortnight in New York commencing next Monday. He will be registered at the Hotel Grand, where the company will have a display in charge of W. F. Witherell.

Alex. Anderson, of Minneapolis, is in New York on his annual visit placing import orders. Mr. Anderson runs a high-grade art china store, and reckons the elite of the Twin Cities as his customers.

Ernest J. Johnson, of Johnson Bros., England, accompanied by his younger brother, Alfred G. Johnson, a tile manufacturer, and their wives, arrived on

the Lusitania Friday. Following a tempestuous voyage, the big snowstorm of Monday gave them some idea of what this country can do in the way of weather.

H. S. Hunt, of the Hunt Glass Co., Corning, N. Y., will be at the Grand Hotel from now on to the 28th inst.

A. E. Willert, formerly manager of S. H. Knox & Co.'s five and ten cent store at Marinette, Wis., has been promoted to the managership of a larger branch establishment at Batavia, N. Y.

In the list of "Salesmen's Changes" printed in our last issue, Max Kossman, who covers the metropolitan district for L. D. Bloch & Co., was incorrectly reported as having gone with Bawo & Dotter.

Arthur Selby, with Taft & Pennoyer, Oakland, Cal., is registered at the Knickerbocker. Like all Californians, he is enthusiastic over the prospect of the Panama Fair, and believes that the exhibition will be of great benefit to the Pacific coast.

H. R. Koch, secretary and treasurer, and Morris P. Cook, sales manager of the Regnier & Shoup Crockery Co., St. Joseph, Mo., arrived in town on a buying trip on Monday and have located at the Breslin. The former will remain with us for about two weeks, while the latter will depart in ten days.

Chas. Anderson, with Bawo & Dotter, has been serving his country all the week as a juror.

Harry C. Kepner, for many years connected with the Allentown Crockery Co., became associated with L. H. Yeager & Co., Allentown, Pa., as secretary, the first of this month.

A. J. Smith, president of the McKee Glass Co., Jeannette, Pa., is rusticating at St. Augustine, Fla., in the "land of flowers and sunshine."

Mr. Stott, of Stott Bros., Philadelphia, ran up to the city Tuesday for a visit to his agent, J. Duncan Dithridge.

L. D. Clark, of Easthampton, L. I., was in the District Tuesday, making selections for his new store there, which will be devoted to high class china, glass, and jewelry.

W. B. Lazure, who has been covering the city trade for Thos. Jones, the glass agent, is now traveling direct from the factory of the McKee Glass Co., Jeannette, Pa. A. C. Dormer has taken Mr. Lazure's former position.

A. Hashagen, who has been abroad in the interest of Bawo & Dotter, is back in New York.

Louis Klayf, china buyer, and Miss Roth, toy buyer for Bloomingdale's, this city, are booked to sail on the "George Washington" February 25.

H. S. Clarke, with Robert Slimmon & Co., came in Wednesday and will meet the buyers at headquarters during the rest of the season.

A. W. Wheelock, of Rockford, Ill., arrived in town and registered at the Hotel Belmont.

J. M. Takito, of Nagoya, Japan, is at Cox & Lafferty's superintending the display and sale of his goods in their warerooms. Mr. Takito is one of the largest manufacturers of porcelain in his country.

M. Ast, of the Houston Racket Store, Houston, Tex., made one of his very infrequent trips to the city this week, and placed a number of orders for domestic glassware, china, etc. He was much impressed with the changes wrought in the architectural features of the big city.

George H. Kefauer, with R. C. Reynolds, Troy, N. Y., kept a number of men in the trade busy writing specification slips early this week.

Major Knapp, of Leavenworth, Kan., was here on his regular pilgrimage.

Theodore Jones, of the Jones, McDuffee & Stratton Co., Boston, arrived in town Tuesday morning to attend the convention of the wholesalers at the Holland House called for Thursday.

Arther Blackmer, of the Blackmer Cut Glass Co., opened his display rooms at the New Grand this week.

William C. Lynch, with Taylor, Smith & Taylor, arrived in town on Monday and opened his display at the New Grand.

Wm. Dougherty, the Consolidated Lamp and Glass Co.'s local agent, will leave early next week for a visit to Canada.

Walter J. Straub and Al. Lemcke, of the Bawo & Dotter traveling staff, came in from their respective

territories this week to meet the buyers at headquarters during the season.

⚜

Edw. Touhill, of the Tritt China Co., Niles, O. was visiting New York friends this week.

⚜

A. L. Osman, of Boynton & Osman, Detroit, Mich., made his usual rounds of the trade early this week. He is stopping at the Imperial.

⚜

H. Martin, wholesale buyer for the Smith-Patterson Co., Boston, was one of the live wires in the District this week.

⚜

Chas. B. Ott, vice-president of the Eagle Glass and Mfg. Co., arrived Wednesday to spend several days with his New York agent, Geo. A. Malone.

⚜

M. T. Neuman, of Vantine's, opened Monday at the Bingham, Philadelphia.

⚜

John C. Fisher, with Fondeville & Van Iderstine, returned on Saturday from his road trip to attend to his friends during the coming rush.

⚜

Harry B. Lorson, formerly connected with a large importing house, has taken a position with Edward B. Dickinson.

⚜

I. P. Hurlbutt, with Vantine's, is rapidly gaining strength, and it is merely a matter of time when he will be back at his desk again.

⚜

Victor Levoyer, with A. Gredelue, returned Tuesday from his tour of the cut glass factories, and will start next week on his regular trip.

⚜

Hugo Hamburger, with John Bing, sailed Tuesday on the Lusitania for the Leipsic Fair.

⚜

A. A. Rock, who takes care of the interests of Vantine's in Japan, sails on Tuesday for the "Land of Flowers."

⚜

Harry Hunt, of the Hunt Cut Glass Co., is one of the new arrivals at the New Grand.

PROPOSALS FOR TABLEWARE.

SEALED proposals, in triplicate, subject to the usual conditions, will be received at the Depot Quartermaster's Office, 26th street and Gray's Ferry Road, Philadelphia, Pa., until 11 o'clock a. m., February 17, for furnishing and delivering china ware, silverware, and kitchen utensils. Standard samples can be seen, and specifications, blanks for proposals and full information will be furnished upon application.

LET WELL ENOUGH ALONE.

IF you are doing pretty well,
Let well enough alone.
Don't try to be the greatest swell
Upon the business throne;
Don't try to outdo all the rest,
And make the biggest splash.
Let well enough alone is best,
And not invite a crash.

If you are doing pretty well,
Be satisfied with that,
Lest at the striking of the bell
Fate throws you on the mat.
Men say, "No risk, no gain." Ah, well!
That may be very true;
But when you've lost your all, pray tell,
What's to become of you?

If you are doing pretty well,
Keep on and save your health.
Don't slave and risk all day and sell
Your happiness for wealth;
Don't rush the get-rich scheme pell-mell,
And claim the business throne.
If you are doing pretty well,
Let well enough alone.—*Boston Herald.*

A VANISHED VISION.

AMONG the crop of interesting stories resulting from last week's dynamite explosion is the following:

Just before noon on the day of the shake-up, Manager Dougherty, of the Consolidated Lamp and Glass Co., was busily engaged fixing up a fat order envelope for the factory when a young man entered his sanctum with a carefully wrapped parcel. After cautiously closing the door and casting a suspicious glance at the lady who daily imparts a brilliant lustre to the samples, he whispered that he had just completed a process whereby blown shades could be made unbreakable and that he had a sample with him.

Bill not only pricked up his ears. He jumped to his feet at once and demanded to see it. The visitor began slowly unpacking the article. Finally he brought to view a blue shade and fed Bill's dreams of fame, wealth and immortality with a very windy discourse on its merits. Bill listened as long as he could and then reached for the shade that he might inspect it closely.

At this precise moment Manhattan island gave a violent shudder and the glass shade fell to the floor and was smashed to smithereens. A baffled look crossed the features of the visitor as with a bound he cleared the wooden railing and mingled with the surging populace outside.

The New York Crockery and Glass District.

COMPETITION is very keen this season between importers of dinnerware patterns. A buyer who has just completed his selections here states that he had a hard time placing his orders, for the lines of the different houses were so equal in value that his choice could only be affected by the small things which go to embellish a pattern. That it was no easy job to make a thorough examination is shown by the fact that the buyer was forced to overstay his time nearly a week before he could come to a conclusion.

In a special page advertisement this week Theodore Haviland & Co. announce their removal on March 15 to the Fifth Avenue Building, Broadway and Twenty-third street. They will be on the third floor, with a series of offices running from 301 to 318, the entrance being at the latter number. This is a radical change in location, and will have a far-reaching influence.

In Herman C. Kupper's French dinnerware there is this season a greater range of prices than usual, and necessarily a larger variety of patterns. Beginning with a very moderate-priced spray design, the assortment runs through the medium and high grades up to elegant incrusted gold patterns. The Ahrenfeldts have long had a reputation for careful selection, and this excellent trait is maintained even in the lowest priced dinner set they make. Variety and price are attractions which appeal to all buyers.

In his advertisement elsewhere Bassett's letter writer has a dissertation in his peculiar style which will be read with interest. Of course the essay leads up to "The Dinnerware House of America."

The line of bric-a-brac to be seen at the showrooms of the Strobel & Wilken Co. is larger than ever this season. It is composed of striking novelties in both shapes and colorings. A very good line of jardinieres in light brown shadings, having butterflies in relief, is on view, as well as new combinations in Vienna ivory with metalled figures that closely resemble bronze. Some very catchy novelties are in wicker effects, with gold and blue decorations, also an assortment of odd pieces in green and dark blue, with embossed border designs. These have been having a very good call.

Cox & Lafferty received another new pressed glass sample line last week from the Seneca Glass Co. The new line carries an iridescent silver on green, with various embossed decorations, and includes punch bowls, berry bowls, vases and water sets.

Bawo & Dotter are sole agents in the United States for the English china made by the Royal Crown Derby works. The factory has a world-wide reputation for its fine hand-painted decorations in Japanese effects, and the firm has just opened up the full line of samples. The colorings are exceptionally strong and beautifully done in panels radiating from a common center which varies in form according to the shape of the item.

F. Bing & Co.'s Successors have a very handsome store in their new possession. They occupy the street floor, basement and three upper floors. They have a much larger space than formerly and are able to display their handsome wares to very much more advantage. The new goods are being rapidly arranged and the trade is invited to call.

"Stained glass"—that is, pieces of glass of different colorings united by bindings of copper or lead, has shown little deviation in its style of manufacture in all the thousands of years since its use began until recently. The very latest method is that employed by the New Method Art Glass Co., Pittsburgh, wherein a radical departure in the treatment has been reached by depositing a mineral substance to produce lines and colorings; the former varying from a hair-line to one over an inch broad, and if necessary from an eighth to a quarter of an inch in height above the surface of the glass. This is deposited in the plastic state, whether for line or color, and then completely fused into the glass, of which it becomes an integral

part. This method admits of a wide scope of variations in design and color without destroying the clearness of the pattern. One of its features is that the design may end anywhere. Examples of this new school of art, embracing many novelties in scenic, floral and conventional patterns, may be seen at Cox & Lafferty's. A notable one is where eight different treatments are shown on one sheet of glass. The new method is attracting much attention, and the display is worthy the consideration of all buyers.

Porcelaines G. D. A. have just issued a very pretty catalogue showing a few of their most popular shapes and decorations. It is well gotten up, and should be kept for reference. The house has adopted a new method of displaying its wares this season which will prove convenient for buyers. Everything is classified. For instance, a buyer wanting jugs can find every size and shape in a group—and so on throughout the line. A new shape called the "Chantilly," severely plain and yet graceful, is at the same time novel in style and treatment. It is equally good for short lines, separate articles, or dinnerware. One of the newest departures is in incrusted gold, which is used with decorative effects impossible to describe. It is exceedingly pretty and entirely different from the conventional border effects.

The latest from the Central Glass Works is a very neat pattern in fish-bone cutting which has been applied to the new styles in glassware. A. P. Doctor, the local agent, is having very good success with the line. He has also on view a fine line of light cuttings very closely resembling rock crystal, on the very latest shapes.

Among the multitude of lighting devices made by Edward Miller & Co. is an inverted gas burner that is unquestionably one of the most effective ever put on the market. The light developed is so clear, white and powerful as to be blinding without the intervention of a ground glass shade. Besides giving a wonderful light, it saves gas.

Edw. Boote has his display of Cauldon china ready for buyers, and is showing magnificent decorations in characteristic style. He also has very many low priced patterns in regular sets of open stock dinnerware, together with an entirely new line of earthenware from Wood & Sons.

H. R. Churchill, who represents L. Bernardaud & Co., opened this week his new samples of French china. He is showing a new shape called "Puritan" on which are many novel treatments, some of them very striking in effect, and all decidedly original. There is a combination of yellow and black which is exceedingly good. Another very pretty one has a narrow border of green with gold illumination. The entire line is dainty, clean cut and winsome. He has a dozen new open stock dinnerware patterns ranging from low priced to very effective white and gold treatments wherein raised and paste gold and printing are combined.

A burglar broke into the Park place end of C. L. Dwenger's loft some time between Saturday night and Monday morning, and purloined a quantity of postage stamps and three umbrellas, leaving the rich china untouched. The amateur cracksman was evidently preparing for the proverbial "rainy day."

The search for "close outs" on the part of some buyers has not been very successful. While it is true that there are plenty of goods to be had adaptable for special sales, big bargains in discontinued patterns are not found easily.

William D. Dougherty, of the local office of the Consolidated Lamp and Glass Co., has received an assortment of lighting glassware that does much to enchance his showing. The new goods are made up on frosted grounds in many new cuttings that are very attractive.

The new line of etched lighting glassware, on view at the New York showrooms of the Pittsburgh Lamp, Brass and Glass Co. is making a record as far as sales are concerned. The line comprises upright and inverted gas and electric shades, as well as gas globes.

John Nixon, manager of the local showroom of the Fostoria Glass Co., is having a good run on the "Colonial Intaglio" pressed glassware. The items have a very graceful appearance, and the finish is excellent, every effort being made at the factory to keep this up to the mark. The line is a large one, including some novel-shaped oils and their well-known syrup with the screw top.

A. A. Bean is showing the new Grecian key border line of samples from Heisey. While the pattern is one of the old reliables, the mold work is unusually good for pressed glass. The items are all highly polished, and a number of them have ground bottoms.

M. Gropper & Sons, importers and manufacturers' agents of toys and novelties, are making active preparations to remove into their new quarters at 464 Broadway. The increase in their business, as well as the addition of many new lines, made the change from 82 Bleecker street expedient.

Rumors are current that F. W. Woolworth, in conjunction with the Standard Oil people, is negotiating for the entire block bounded by Barclay, Church,

Broadway and Park place. The latter corner is already being built upon by Mr. Woolworth, but the probability of the rest of the block being taken is very remote, as there are long leases on many of the buildings. Still, that negotiations are pending is proven by the fact that several tenants have been approached with a view to buying their leases.

The Jewel Cut Glass Co. has added several new items in its Florilo rock crystal cutting. The line is quite a large one and the pattern has been a good seller from the time it was first offered to the trade. The jugs, vases, bowls, nappies and other items are well matched in decoration, and the sale of one piece to "milady" is calculated to again attract her to the retailer's counter for "matchings" in other pieces.

The last cask of new samples of Chateau china was unpacked last week by Maddock & Miller and placed on display by Justin Tharaud, who is in charge of the firm's French china. The new decorations embrace gold incrustations, gold lace and filigree, decals, and hand-painted treatments. The display is ingeniously separated into a number of cozy booths, each being devoted to a certain class of decors.

While next Monday is a legal holiday, the crockery and glass men will probably keep open a part of the day, as in many cases engagements have been made.

AT CHICAGO.

BUSINESS has taken on such a strong impetus in the crockery and glass lines and there is such a stiff competition for volume in sales that many houses, especially in the premium goods lines, find considerable difficulty in securing enough capable salesmen to cover all the territory they would like to work, and advertisements for them have lately been an everyday occurrence in Chicago newspapers.

Getting into the stiff pace for new season trade has caused the East Liverpool China Co. to enlarge its salesrooms in Fifth avenue and take on a number of new salesmen to handle both regular lines and premium goods in Western territory.

Few faces seen among guests at the La Salle Hotel are better known than that of R. Shumaker, who was in town buying goods for the crockery department of his store at Perry, Ill.

Clearing its importations of the past year caused a Chicago department store to put on a "sale" of Bavarian china placed near a regular line of tableware of domestic manufacture, and it was noticeable that the domestic goods held their own and a little more alongside of the foreign patterns.

A. C. Fisher, Cedar Rapids, Ia., was in the city for several days selecting new stock for the crockery and silverware department of his store.

C. B. McMillan was also here buying new patterns in crockery for his department store at Hannah, North Dakota.

W. G. Jackson has opened at the Palmer House, Chicago, with the lines of the Taylor, Smith & Taylor Co.

John Finn, buyer for the crockery and glass department of the Boston Store, is on his feet again after a three weeks siege of typhoid fever. Though he got back "on the job" several days since, he is still showing the effects of his scrap with the Great Reaper.

Edward A. Brennan, who has long been a crockery and glass salesman for the Butler Brothers mail order house, has lately resigned to accept a position with an Indiana cut glass concern.

Charles T. Patterson, head buyer of crockery and glass for the Carson, Pirie & Scott department store, has not yet got away on his business trip to Europe. It is now thought quite likely that he will sail about the middle of the month.

A very simple way of reducing the height of a glass jar to a given point is thus described by an artisan of the Chicago Cut Glass Co.: "Fill the jar with oil to the height desired. Then heat an iron red hot and sink it slowly into the oil. As the surface of the oil heats the glass will crack around evenly and can be readily removed, leaving a smooth top to the jar."

CERAMIC SOCIETY'S ANNUAL MEETING.

FINAL arrangements have been completed for the thirteenth annual meeting of the American Ceramic Society, which will be held in Trenton, N. J., Tuesday, Wednesday and Thursday. The first day's session is to be held in the Republican Club auditorium, and on the remaining days the ceramists will assemble in the Hotel Windsor. An invitation has been extended to all Trenton potters, and in all probability they will be present on the opening day, when matters pertaining to the problem of ceramic manufacture are to be discussed.

Among the papers to be read at the Tuesday afternoon session will be one by Herman C. Mueller on "The Relation Between the Artist and the Chemist in Ceramic Mauufacture."

There will be a banquet on Thursday evening,

at which addresses will be made by Mayor Walter Madden and James C. Tattersall, president of the Chamber of Commerce.

On Friday the visitors will visit the leading factories of the city.

AT PITTSBURGH.

THE china and glass department of the Boggs & Buhl store has been rearranged, the domestic wares being confined to the west end of the department. Additional shelving and tables have been provided for display purposes.

J. A. Daley, of the McCoy Pattery Co., was the last exhibitor to leave the Ft. Pitt Hotel this season. This week he opened at the Bingham House, Philadelphia. Following, he will visit Baltimore and Washington.

M. S. Neuman, assisted by D. P. Dalton, showing the lines of A. A. Vantine & Co., were registered at the Hotel Anderson, and closing there opened at Philadelphia.

Alfred Jahn, of Hering & Jahn, was registered at the Colonial Annex, as were also Charles T. Woolley, representing Mitchell, Woodbury Co., B. C. Miller, with the Koch Importing Co., Baltimore, and T. T. Fryer, showing the Tajimi lines.

Mr. Colgrove was at the Anderson with a large line of imported china.

Miss Mae Neely, daughter of Thomas Neely, of the Boggs & Buhl store, has sufficiently recovered from her recent illness to enable her to be removed from the hospital to her home. Her condition now is such that her ultimate recovery is assured.

Harry Reed, advertising manager of the Keech stores, will succeed S. P. Megahan as buyer and manager of the china and glass department there. The housefurnishing department has been abandoned.

John H. Wagner, Louis Laurel, Jr., and J. W. Standinger have incorporated the Grand Five and Ten Cent Stores, which, besides operating in Pittsburgh, will cover Western Pennsylvania and Eastern Ohio. Capital $25,000.

LINDSLEY HAVILAND SELLS OUT.

LAST week Lindsley Haviland, of Haviland & Abbot, sold his interest in that firm, and for the present, at least, will devote his time to interests outside of the china business. Mr. Haviland has been connected with the firm since 1894 and has spent much of his time on the road. He is a son of the late Frederick Haviland and a nephew of Chas. Field Haviland.

THE CRYSTAL SHOW.

IF everything happens as scheduled, the doors of the First Annual Crystal Show at Marbridge Hall, Broadway and 34th street, this city, will be thrown open to visiting buyers on Saturday, the 11th, at 2 p. m., although it is not expected that things will be in apple-pie shape until the evening. The displays are to remain for two weeks, and will be in charge of salesmen from the different houses.



GOLDEN ROD PATTERN, BY FRENCH CHINA CO.

Around the Glass and Lamp Factories.

Pittsburgh and Vicinity.

It is estimated that the recent glass exhibit cost anywhere between $8,000 and $15,000, and the sales probably amounted to over $200,000 for all exhibitors. When this is taken on a ten per cent basis the cost of the show was not so great. Hotel managers say that practically all the exhibitors announced their intention of taking the same or a larger space next season.

The Beaver Valley Glass Co., of Rochester, have spent between $20,000 and $25,000 in improving and increasing their capacity, aud are now in a position to do almost double the business they have taken care of heretofore. It is said that the company has over 2,400 different molds, which means that dealers may obtain anything in the tumbler or stem ware lines. The sales department will remain in charge of Mr. Foster, who announces the appointment of Barris & Lindhardt as St. Louis representatives. A specialty will be made of restaurant and bar supplies.

All the new creations of the Fenton Art Glass Co., Williamstown, W. Va., are now being shown in the rooms of the Mortimer Glass Co., this city. The iridescent effects on different colored glass show entirely new treatments.

The Westmoreland Specialty Co. will have its complete lines shown in the Pittsburgh district by Robert Kearns, who will possibly open a permanent sample room in the downtown district for this purpose.

The United States Glass Co. made a record in bringing out new goods this season. Four table lines, eight cut lines, blown and stem ware with a number of special pieces, a deep plate etched line and over fifty odd items in vases, jugs, nappies, etc., were shown. There were also twelve new assortment,s both plain and decorated. One buyer in looking over the lines remarked: "The buyer who can not make a selection from these offerings is either exceptionally hard to please or else he does not want to buy glassware at all."

The lamp manufacturers are preparing for the new season which will commence within a few weeks. The mold makers are at work on new lines, which it is said will be more extensive than last year.

A special meeting of the board of directors of the United States Glass Co. was held Jan. 31 when resolutions upon the death of Robert J. Stoney, Jr., a stockholder and member of the board, were adopted as follows:

Whereas, The board of directors of the United States Glass Co. has been called upon to mourn the sudden death of its vice-president, Robert J. Stoney, Jr., and

Whereas, It is fitting that the board should give official expression to its sense of loss; therefore be it

Resolved, That in the death of Mr. Stoney we realize the loss of a faithful official, whose constant attendance upon our meetings and diligent attention to the company's affairs have won the respect and regard of all his colleagues.

Resolved, that we tender to Mrs. Stoney our sincere sympathy in her great bereavement.

Resolved, That as a permanent memorial of our appreciation of our late associate these resolutions be spread in full upon our minutes; that they be published in the daily papers; and that a copy, properly engrossed, be sent to the widow of the deceased.

C. G. Cassell, with A. H. Heisey & Co., Newark, O., will start on the road shortly with the new creations of this company. The display at the Ft. Pitt was a very successful one.

Large buyers of blown and bar goods have exercised great care in making contracts for 1911. It is said that the buyers of these lines a year ago were disappointed in not getting their orders filled according to contract, with the result that the jobbers lost considerable business.

"We are certainly getting excellent results from our advertising in the CROCKERY AND GLASS JOURNAL," declared an official of the Ripley Glass Co., "and they are coming from all parts of the counrry." The plant of this concern at Connellsville is getting down to business, and manufacturing is progressing very nicely. Within a few weeks a number of new lines will be shown, and it is the intent of the company to keep the standard of their lines high. Table ware

and confectionerers' jars, together with a line of sanitary jars, are now being shown.

Several new creations in lamps, domes and shades will be shown by the Consolidated Lamp and Glass Co. at an early date. The treatments, it is said, will be entirely different from those presented a year ago, although the present lines have been very popular with all classes of trade.

Among the late buyers in the district were:

George Brown, of Rudge & Gunzel, Lincoln, Neb.
Mr Porter, of Winnipeg, Canada.
Mr McGee, with Rhodes Bros, Co, Tacoma, Wash.
Mr Champion and Mr Cavendish, of Cavendish & Co, Mayfield, Ky.

Rochester, Pa.

The Rochester Cut Glass Co. has almost doubled its capacity by the addition of a number of frames, bringing the total up to fifty per cent more than last year. A dozen or more new lines of cut tumblers are being shown, which when added to the old lines give a buyer an immense variety to select from.

Wheeling W. Va.

A patent has been secured by the Haskins Glass Co. on a shade which is expected to virtually revolutionize the type of shades used on tungsten lamps. A principle has been worked out which makes the refraction and diffusion of light much better than ever before.

Rock crystal blown and stem ware are being featured this season by the Central Glass Co., of Wheeling, and a number of special designs are shown. The character of the lines of the Central has been advanced from year to year, and this season they are more elaborate than ever. A line of vases is being shown in rock crystal effects which conform to the designs on the blown and stemware lines. Thomas Butcher is now working the Western territory.

McKeesport, Pa.

With the consolidation of five of the plants of the United States Glass Co. with that already located at Glassport, the McKeesport district will enter upon renewed industrial activity. On July 24 last the first stake which marked the placing of the corner-store of the largest glass tableware plant in the world was driven, and the site, which was then practically a swamp, is occupied by a plant that will employ at least 800 additional men. With the consolidation of the other five plants at Glassport a total of 4,000 men will be employed. The tableware plant will be equipped with its own electric plaut, furnishing light, power and heat; its own machine shop, which will not only do repair work, but also a great deal of the manufacture of its own machinery, thereby affording employment to a number of additional skilled workmen. There are only two plants in the world that use the process for tempering and finishing that this plant has installed, it being a recent invention. The plant will be in full operation by April 1, and sufficient advance orders have been booked to keep it busy for an indefinite period.

PRESERVED FERNS.



THERE has been quite a demand this season among retailers for all forms of preserved flowers, ferns and grasses for home decoration. The uncertain quality of some of the plants, however, has caused many merchants to refrain from stocking up, inasmuch as they could not guarantee the permanency of the preservation. The Mosfern Co., of this city, are offering assortments of natural fern fillings and Japanese air plants that are guaranteed to be fast color, and affected by neither sunshine nor exposure. The material is put up in silvered paper boxes, or can be had with brass fern dishes and shells. The concern believes that sales of cut glass fern dishes and vases can be materially increased when they are displayed with the preserved ferns. The accompanying cut shows one of their specialties.

HEAD OF BUTLER BROS. AN ARTIST.

THE identity of a painter who has been a puzzle to art critics during the past year has been revealed as Edward Burgess Butler, the wealthy head of Butler Bros. His identity became known at the opening of the fifteenth annual exhibit of the work of Chicago artists at the Art Institute, where three of his pictures are hung. Butler merely signed himself Edward Burgess, and except a few close friends none knew who Burgess was. One of the strange features of Butler's work is that he never touched a brush in his life until three years ago. His canvases are said by experts to be gems in their line.



IMPORTS AT NEW YORK.

Petaining to China, Crockery, Glass, etc., for week ending February 7, 1911.

ANTWERP

296	packages	glassware	B Gunthel
3	"	"	Fensterer & Ruhe
2	"	"	Lazarus & Rosenfeld
28	"	"	Graham & Zenger
424	"	"	Miscellaneous Orders
12	"	earthenware	L Straus & Sons
36	"	"	Bawo & Dotter
1	"	"	L D Bloch & Co
7	"	"	Koscherak Bros
4	"	"	C J Dierckx
37	"	"	G F Bassett & Co
27	"	"	Miscellaneous Orders
101	"	chinaware	Theodore Haviland & Co
21	"	"	Vogt & Dose
15	"	"	Miscellaneous Orders
18	"	toys	Strobel & Wilken Co
6	"	"	F A O Schwartz
10	"	"	Miscellaneous Orders

BREMEN

2	packages	glassware	L Straus & Sons
135	"	"	Eimer & Amend
11	"	"	A Steinhardt & Bro
3	"	"	Knauth, Nachod & Kuhne
271	"	"	Miscellaneous Orders
81	"	earthenware	Geo Borgfeldt & Co
52	"	"	Karl Hutter
7	"	"	Bawo & Dotter
22	"	"	L Straus & Sons
21	"	"	Knauth, Nachod & Kuhne
51	"	"	Miscellaneous Orders
6	"	chinaware	Strobel & Wilken Co
44	"	toys	Geo Borgfeldt & Co
111	"	"	F W Woolworth
30	"	"	Samstag & Hilder Bros
6	"	"	F A O Schwartz
175	"	"	Strobel & Wilken Co
85	"	"	Miscellaneous Orders

HAVRE

21	packages	chinaware	Wm Guerin & Co
56	"	"	J Pouyat Co
21	"	"	L Straus & Sons
14	"	"	F W Jenkins & Co
7	"	"	J H Venon
11	"	"	Bawo & Dotter
2	"	"	Haviland & Co
16	"	"	Miscellaneous Orders
63	"	glassware	E Utard
9			Stewart & Crocker
42	"	"	Miscellaneous Orders

NAPLES

18	packages	earthenware	Geo Borgfeldt & Co

GENOA

8	packages	earthenware	H Creange

ROTTERDAM

89	packages	earthenware	Geo Borgfeldt & Co
5	"	"	Bawo & Dotter
12	"	toys	F A O Schwartz
126	"	"	Miscellaneous Orders

LONDON

9	packages	toys	Geo Borgfeldt & Co
5	"	"	Miscellaneous Orders

HAMBURG

331	packages	glassware	Fenesterer & Ruhe
42	"	"	Geo Borgfeldt & Co
42	"	"	N Wapler
3	"	"	Koscherak Bros
170	"	"	L Straus & Sons
10	"	"	Frank & DeKeyser
21	"	"	J H Venon
152	"	"	Eimer & Amend
645	"	"	W R Noe & Sons
31	"	"	Kmy-Scheerer Co
3	"	"	F W Woolworth
22	"	"	Knauth, Nachod & Kuhne
31	"	"	F Euler & Co
382	"	"	O O Friedlander
50	"	"	Fondeville & Van Iderstine
10	"	"	Frank & DeKeyser
20	"	"	Strobel & Wilken Co
959	"	"	Miscellaneous Orders
1	"	earthenware	Herman C Kupper
58	"	"	L D Bloch & Co
50	"	"	J Wygand & Co
108	"	"	Bawo & Dotter
13	"	"	J Palme
6	"	"	Samstag & Hilder Bros
34	"	"	Lazarus & Rosenfeld
59	"	"	O Goetz
8	"	"	E R Thieler
3	"	"	F Bing & Co
111	"	"	Geo Borgfeldt & Co
263	"	"	F W Woolworth
399	"	"	Miscellaneous Orders
3	"	steins	Frank & DeKeyser
108	"	chinaware	Bawo & Dotter
7	"	"	Strobel & Wilken Co
856	"	"	C E Wheelock & Co
5	"	"	Miscellaneous Orders
117	"	toys	B Illfelder & Co
24	"	"	Knauth, Nachod & Kuhne
15	"	"	Geo Borgfeldt & Co
9	"	"	Samstag & Hilder Bros
148	"	"	F W Woolworth & Co
13	"	"	Strobel & Wilken Co
470	"	"	Miscellaneous Orders

SOUTHAMPTON

	packages	chinaware	L Straus & Sons
10	"	"	H Creange
20	"	"	Wm Guerin & Co
6	"	"	J H Venon
11	"	"	H R Churchill
3	"	"	L D Bloch & Co
44	"	"	Miscellaneous Orders

LIVERPOOL

7	packages	earthenware	The Rowland & Marsellus Co
31	"	"	F W Woolworth
8	"	"	Bawo & Dotter
3	"	"	K L Wedgwood
4	"	"	W S Pitcairn
4	"	"	Meakin & Ridgway
4	"	"	L Straus & Sons
2	"	"	Strobel & Wilken Co
6	"	"	Miscellaneous Orders
2	"	toys	Strobel & Wilken Co

IMPORTS AT PORT OF BOSTON.

HONG KONG

37	packages	earthenware	Jones, McDuffee & Stratton Co
1	"	"	Miscellaneous Orders

GENOA

17	packages	earthenware	R F Downing & Co

NAPLES

26	packages	earthenware	Miscellaneous Orders

TRADE TIPS.

LA CROSSE, WASH.—J E Moore & Co have commenced to handle glassware and domestic pottery.

Altus, Okla.—The James Hardware Co will handle domestic pottery, enameled ware and glassware.

Rainer, Minn.—Palmer & Weber is a new firm in the hardware business and will handle crockery and glassware.

Simla, Col.—A B Hope will carry a line of housefurnishing goods.

McGehee, Ark.—L H Hyam has completed his new warehouse, and wants catalogues on housefurnishings, domestic pottery and glassware

Chester, S. C.—Chester Hardware Co, capital stock $20,000 will handle housefurnishings.

Hutchinson, Kas.—Hoey Hardware Co want catalogues of enameled ware, pottery, glass and housefurnishings.

Springville, Ala.—Springville Hardware Co under new management. Will handle domestic pottery and glassware.

Pensacola, Fla.—H W Gibbs Hardware Co will take on housefurnishings and possibly cut glass.

Topeka, Ind.—Seagley Bros will deal in housefurnishings.

Dayton, O.—Dayton Paint and Hardware Co, just formed, capital $25,000, want catalogues on cut glass, table glass, lamps, domestic pottery. Ready for business about March 1.

El Campo, Tex.—Smith-Evans Hardware Co, capital $25,000, will deal in housefurnishings, domestic pottery and glass.

Luling, Tex.—Oscar F Stair, crockery and glass, just opened.

Weinert, Tex.—McNeill & Smith Co, just opened and carrying pottery, glass and housefurnishings.

Crookston, Minn.—Chicago Department Store Co will open new branch here in charge of W W Reyleck.

Dorchester, Neb.— B J Newlon, Omaha, bought general store of M M Kunel and will increase stock.

Forest Grove, Ore.—A E Hart will open a variety store.

Leighton, Pa.—Kemerer Hardware Co succeeds to business of Leigh Coal and Hardware Co. Will sell housefurnishings, pottery and glass.

Titusville, Pa.—Ackerman Bros succeed Ackerman & Jepson under name of Ackerman Bros Hardware Co. Will carry housefurnishings.

Salt Lake City, Utah.—S C Snyder is forming new corporation to take over King-Browning Hardware Co. Handles housefurnishings, enameled ware, bakers' and hotel supplies.

Anatone, Wash.—Colonel Halsey bought business of L E Pharis. Wants catalogues on domestic pottery, glassware, enameled ware and housefurnishings.

Ft. Worth, Tex.—Waples-Platter Grocery Co, wants desirable premiums to be used in connection with its line of food products.

Columbus, O.—H Ghysels, 171½ South Fifth street, wants china, pottery and glass premiums.

Rome, N. Y.—L Hower, wholesale grocer, 107 Front street, is interested in finer grades of domestic pottery and cut glass for premium purposes.

La Crosse, Wis.—J. E. Moore bought business of Benton & Manning and will handle domestic pottery, glassware, enameled ware and housefurnishings.

DIES IN TAXICAB.

ON Monday afternoon, Mrs. Henrietta Feurth, wife of Emile Feurth, president of the Harlem firm of Ludwig Baumann & Co., and sister of the late David Froelich, died suddenly in a taxicab at Seventy-second street and Central Park West on the way from her home at 830 Lexington avenue to visit friends. Heart trouble is said to have caused her death.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

TO	Shipments week end'g Jan. 21, '11	Corresponding period 1910	Exports Jan. 1 to Jan. 21,'11	Corresponding period 1910
Boston	209	188	585	424
New York	179	181	733	536
Baltimore	97	413	504	1018
Philadelphia	55	8	263	315
New Orleans	53	75	120	100
Newport News	4	....	4	55
San Francisco	....	....	18	
Portland (Me.)	125	63	267	264
Galveston	167	31	317	32
Portland (Or.)	....		...	...
Inland Points	16	91	47	117
Total	905	1050	2858	2861

From the Freight and Shipping Circular of John Edwards & Co. Liverpool.

TO	Shipments week end'g an 21,'11	Corresponding period 1910	Exports Jan 1 to Jan. 21,'11	Corresponding period 1910
New York	113	165	651	506
Boston	209	152	512	363
Philadelphia	55	8	299	278
Baltimore	97	415	504	1020
San Francisco	....		18	....
New Orleans	53	19	120	44
Portland (Me.)	42	4	184	123
Galveston	167	31	317	32
Newport News	4	....	4	55
Portland (Or.)	...	....	....	....
Inland Points	16	91	47	117
Total	756	885	2656	2538



East Liverpool and Vicinity.

The wonderful demand the past year among jobbing houses for American dinnerware—the heaviest ever experienced by American pottery manufacturers—is undoubtedly due to the improvements in the quality of body, glazes and treatments. And the highest aims have not yet been attained by those who have set the pace.

* *

Report is current that the ownership of one of the potteries in this district will change hands ere another month passes. Those who have been mentioned in connecton with the deal, either on the sale or purchase side, will neither affirm nor deny the report.

* *

Over thirty new treatments on open stock dinnerware are being shown this season by the Edwin M. Knowles China Co. The body is as near translucent as it is possible to get semi-porcelain. Their new shape is the "Westover," while their older but still popular shapes are the "Monticello" and "Mt. Vernon." Border patterns predominate, although white and gold treatments are proving immensely popular.

* *

There were more buyers in the local pottery market in Jannary than for the saine period in a decade. While a fairly good volume of business was placed, a larger number of sample orders were booked than heretofore. This means that better business yet will result from the jobbing houses later on.

* *

High class gilders and liners are said to be scarce. There are two firms in the district who have been developing employees along these lines, and excellent results are being obtained. The gilders and liners who have been in the habit of working on scheme treatments have been found inefficient when it comes to doing work on dinnerware that sells at and above list.

* *

The name of the Smith-McNicol pottery at Wellsville will not be changed just now, as was previously anticipated, the matter being deferred until the early summer. This plant is operated under a partnership agreement, and it has been planned to incorporate it under another name. The officials contemplate erecting another kiln and making other additions which will increase capacity.

* *

There has been a very favorable increase in sales at the Smith-Phillips China Co.'s plant during January over the same month last year. The capacity of the plant has been increased and arrangements completed whereby about one-third more business will be handled this year than during 1910. The demand for the "Princess" plain shape dinnerware is stronger than ever, while the new treatments are moving faster than expected.

* *

A two-story decorating shop is being built by the National China Co. at its plant at Salineville, O., contracts having been let this week.

* *

The demand for premium goods this season is steadily increasing.

* *

There is a growing demand for the lines of the Homer Laughlin China Co because of the way in which shipments are made and the great variety of treatments, both in open stock dinnerware, specialties and assortments. The new "Genesee" dinner shape is proving very popular.

* *

Buyers registered in the district during the past ten days were:

C W McClure, of McClure Syndicate, Atlanta, Ga.
Mr Burbank of Burbank-Douglass Co, Portland, Me.
Messrs Koch and Cook, with Regnier & Shoup, St Joseph, Mo.
John Moses, with United Glass and China Co, New Orleans.
Mr Weller, of Newton, Weller & Wagner Co, San Antonio, Tex.

* *

The plant of the Knowles, Taylor & Knowles Co. is as active as ever, and sales are steadily increasing. Never before has such an array of open stock dinner-

ware been displayed in the sample rooms of this concern. Dinnerware will be a feature with this concern this year, as in the past, only on a larger scale.

Trenton. The sale of the Bellmark Pottery Co.'s plant to Colonial Frederick Gilkyson and others, constituting the Bellmark company, has been closed and the purchasing company incorporated with a capital of $150,000. Colonel Gilkyson has been the vice-president and general manager of the Bellmark plant under the ownership and direction of the Oliphants for a number of years. Associated with Mr. Gilkyson will be John and William Maddock of the John Maddock & Sons Co. The new company will make many improvements in the establishment with a view of increasing its facilities.

* *

In honor of the fifteenth anniversary of the founding of the business of the Monument Pottery its officers last Saturday evening gave a dinner which was attended by all the men employed at the plant. There were also a few invited guests, including Mayor Madden, former Mayor Katzenbach and William Tams, of the Greenwood Pottery Co. When the Monument Pottery was first started it had but one kiln and four employees. To-day it has nineteen kilns, and the payroll exceeds $200,000 annually.

Carrollton, O. The Carrollton Pottery Co., which has been operating under a Delaware charter, has given up its rights under the laws of that State and taken out an Ohio charter instead. The capacity of the plant is being increased and the lines augmented.

CAPTURED THE WHOLE LOT.

SOME time ago the Jefferson Glass Co., Follansbee, W. Va., offered prizes to the amount of $100 to the three salesmen who sold the most "Chippendale Krys-tol." The contest has caused the keenest sort of competition and the employment of considerable graphite by the order-takers.

To the old-established Regnier & Shoup Crockery Co., of St. Joseph, Mo., goes the credit winning of all three prizes.

The first, amounting to $50, was awarded to R. A. Ekstrand, who is about as well known in Nebraska as one can be and escape notoriety. Stanley Wiedemer, who travels Kansas and Nebraska, lifted the second prize of $35 with a grin as big as a house, after a tough struggle for first place in which he was only beaten by the closest of margins. A matter of two or three tiers in a carload caused his failure to capture the coveted fifty. Howard Scott, who places "Chippendale" around Oklahoma and Southern Kansas, won the final prize of $15.

The Regnier & Shoup Crockery Co. is to be congratulated on having three such efficient salesmen on its staff.

BUSINESS BRIEFS.

Fire destroyed Stark's five and ten cent store, Norwich, N. Y., February 5.

* *

The North Star Cut Glass Co., Minneapolis, has incorporated with a capital of $10,000.

* *

Henry Darrah's crockery store at Waterville, Me., was severely damaged by a recent fire.

* *

The Syndicate Crockery Co., Davenport, Ia., have opened a branch establishment in Waterloo, Ia.

* *

The People's Department Store, Elizabeth, N. J., has secured a new location at 104 Broad street.

* *

The S. J. Kresge Co., will shortly open a five and ten cent store at 611 Market street, Wilmington, Del.

* *

Fire in the department store of Rafferty & Wee Co., Spring Valley, Minn., February 2 caused a loss of about $15,000.

* *

The C. E. Matthews department store, Marlsland, Neb., was visited by fire January 29 and damaged to the extent of $15,000.

* *

Stern Bros., this city, have declared a quarterly dividend of 1¾ per cent on the preferred stock of the company, payable March 1.

* *

Oliver W. Ham, proprietor of the Portsmouth Furniture Co., Manchester, N. H., has discontinued his housefurnishing department.

* *

Rudolf Gaertner, importer of decalcomania sheets, has removed from 299 Broadway to the Fifth avenue building, Broadway and Twenty-third street.

* *

The building occupied by S. H. Knox & Co.'s five and ten cent store at Milwaukee was damaged by a recent fire. The loss is estimated at $3,000.

*

W. S. Gearing, of Diegel & Gearing, operators of a five and ten cent store at Bucyrus, O., has purchased his partner's interest in the establishment.

* *

The Liberty Cut Glass Co., Atlantic City, has erected a new factory building, and will engage about 250 extra hands as soon as the frames are installed.

The Citizens' Five and Ten Cent Stores Co. will shortly open a branch in Newark, N. J. E. S. Slaugenhaupt will take charge as soon as the building is in shape.

* *

The Savitsky & Golcomb Co., manufacturers of gas fixtures, 134 Mott street, have settled with their creditors at fifty cents on the dollar, payable ten cents cash and forty cents in notes at six, twelve, eighteen and twenty-four months.

* *

At a cost of $350,000, on ground dimensions 174 by 145 feet. Butler Brothers will build, as an addition to their present enormous establishment in Minneapolis, a new structure of reinforced concrete, nine stories with basement, to conform architetcurally to the present building.

SPECIAL NOTICES.

The cost of advertisements under this heading is $1 for the first and fifty cents for each following insertion for each half inch of space (30 words). PAYABLE IN ADVANCE.

TO LET.

TO LET, with immediate possession, entire fourth floor, 25 x 110, at No. 46 West Broadway. Finest location in city for china, glass or housefurnishing goods salesroom. Fixtures for sale. A rare chance. Immediate attention necessary. Apply to JANITOR on premises.

HELP WANTED.

SALESMAN for Missouri. Must be acquainted with the trade and know china lines. State sales, salary wanted and by whom employed last. Address Box 751, this office.

WANTED—First-class china and earthenware salesman by English importing house, to cover the Southern States. Address Box 750, this office.

THE LEIPZIG FAIR

for sample-depots and collections of samples of Porcelain and other Ceramic Goods, Glass, Metal, Leather, Wooden, Basket, Paper, Japanese and Chinese Goods, Dolls and Toys, Musical Instruments, Soaps, Perfumery, Fancy Goods, Household Utensils of all kinds, as well as similar goods of every description, begins on

MONDAY, MARCH 6th, 1911

and closes on

SATURDAY, MARCH 18th.

The main business, however, is confined to the first week. Lodgings for the duration of the Fair obtained through the Verkehrs-Verein, Handelshof, Naschmarkt, Laden 27 | 28.

The Leipzig City Council.

LEIPZIG, 14 January, 1911.

CHARLES L. DWENGER,

41 Barclay Street, New York.

FOR IMPORT ONLY.

THE THREE GRACES:

"Classic" "Barclay" "Colonial"

Decorated and White Open Stock Dinnerware.

French and Bavarian China.

"ROYAL" WHITE CHINA A SPECIALTY.

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We are headquarters for Fern Fillings put up in Silvered Paper Boxes and Brass Dishes.

JAPANESE AIR PLANTS.

Get ready for the Easter business. Write for our new "Catalogue C."

The Mosfern Company,

IMPORTERS AND MANUFACTURERS,

467 Broadway, (Tel. Spring 3083) New York.

POUYAT CHINA

MARK ON WHITE

J. P. L. FRANCE

MARKS ON DECOR

J. POUYAT Limoges

J. POUYAT LIMOGES

WHAT A CUSTOMER SAYS:

"Pouyat china is known as the best made in Limoges. Its decorations are superb, its shapes exquisitely graceful —and Pouyat quality never falls below high-water mark."—*From a recent advertisement of one of the largest retailers in the United States*

By featuring Pouyat china in YOUR advertising you can also reap the benefit of our powerful magazine advertising campaign.

Call and see the new samples for Spring delivery.

The J. POUYAT CO.,

37-39 Murray St., New York.

CROCKERY AND GLASS JOURNAL

NEW YORK, FEB. 16, 1911.

THE CONDITION OF BUSINESS.

New York. Buying goes on very satisfactorily at the present writing, but the bulk of the orders placed are for German goods. English wares are coming in for a fair share and are doing as much as last year; in some cases a little more. Some heavy orders for French goods have been placed, but as a rule buyers have not yet reached that class of wares. The buoyancy and good feeling which characterized trade at the commencement of the season still exists, and while there is no boom, nor anything like it, the orders are big enough to encourage everybody. No one wants a boom. Merchants would rather have a steady, uniform business that will endure. The buying is of that order now, and it looks as if it will hold throughout the year.

Many establishments had engagements on Lincoln's birthday, and were kept busy all day. Being free from interruption, everything went on smoothly and good orders were placed.

It is about time now for the department store men to come in force. Many large retailers have been in evidence, but the majority of them are yet to come.

Our reports from the domestic manufacturing centers are of the most encouraging nature. Business is reported heavy both in glass and pottery. There is no question but that a larger business has been done in Pittsburgh, East Liverpool and other glass and pottery centers than for many years There is less price-cutting, and it is no trouble to sell goods.

Retail trade is about as usual. In this city the special sales have been satisfactory, but nothing more. In the country generally, so far as we can learn, business is normal.

Prospects continue excellent. New enterprises are being started which involve large sums of money, and there is every indication that labor will be well employed.

Trenton. Trade has much improved since the first of the year, and no better proof of present conditions can be found than the abundance of orders now on hand at the various potteries.

Niles, O. Conditions in the local pottery trade are all that could be expected. Orders are very good, and the plant is working full time. All salesmen are on the road, and some heavy special business is being booked.

Pittsburgh and Vicinity. Results obtained from the glass salesmen now in their respective territories are very gratifying. Buyers are evidently in a mood to replenish their stocks, and good orders are being re-

ceived by the manufacturers. All the plants are working good time. The new lines are proving popular, and active business is confidently expected.

East Liverpool and Vicinity.

Without exception all the potteries in Eastern Ohio are working full time, and the standing orders are of a character that insures steady work. During January some exceptionally heavy orders were placed with some of the factories, and the business that is now coming in from the salesmen is equally good.

IN TOWN.

Abbreviations—c, crockery; g, glass: hf, housefurnishings; lamps; t, toys; s, silverware.

THE following buyers have reported in town since our last issue:

Mr Spaithe, with Kennedy, McLeod & McArthur, c, g, St Paul.

J H Law, c, g, Asheville, N C.

F E Fleischman, with I Freimuth, hf, c, Duluth, Minn. 821 Broadway.

J H Samoner, with Keith-O'Brien Co, hf, Salt Lake City. 31 Union square.

Mr Kennard, with Frederick & Nelson, c, g, Seattle. 22 East Seventh.

T Gill, with Mandel Bros, c, g, t, Chicago. 450 Broome.

Miss M A Kelly, with MacDougall & Southwick Co, t, hf, c, Seattle.

Miss A Altmaier, with Morehouse-Martens Co, s, g, Cleveland. 315 Fourth avenue.

Geo Moore, with Hale Bros, c, g, San Francisco. Somerset.

W Ferguson, with Boston Store, hf, Chicago. 114 Fifth avenue.

G W Buell, with L A Witherill Co, c, g, Syracuse

G R Crocker, c, g, Syracuse. Park Avenue Hotel.

J F Ramp, with J Bacon & Sons, hf, c, Louisville, Ky. 214 Church.

O W Watson, with Daniels & Fisher Stores Co, t, c, Denver. Flanders.

A D Wilhelm, with H A Meldrum Co, hf, c, Buffalo. 458 Broadway.

H I Belcher, with Jordan-Marsh Co, s, Boston. 31 Union square.

O Phillips, with McCreery & Co, c, Pittsburgh. 214 Church.

F C Day, with Montgomery Fair, c, Montgomery, Ala. 214 Church.

J H Hahn and E Munro, hf, c, Lion D G Co, Toledo, O. 214 Church.

H L Weldon, t, and W H Nieman, c, g, Jones, Post & Co, Kansas City, Mo. 43 Leonard.

Miss Kate Heary, with Sisson Bros Weldon Co, c, g, Binghampton, N Y. Imperial.

Jos Erwin, with Emery, Bird Thayer Co, c, Kansas City, Mo.

W K Sutton, with Louis Traxler & Co, hf, Dayton, O. 817 Broadway.

C A L Wilson, with Robinson Co, c, g, Winnepeg, Canada. Breslin.

E A Ernst, with H & S Pogue Co, c, g, Cincinnati. York.

W A Maurer, c, g, Council Bluffs, Ia. Astor.

Sidney Price, with Kaufman, Straus & Co, c, g, Louisville, Ky. 31 Union square.

Peter G Rankin, with Boston Store, c, g, Chicago. 377 Broadway.

G W Mackie, with Falker & Stern Co, c, g, Chicago. Astor.

J B Hartford, with Gilchrist Co, s, t, Boston. 55 White.

G B Pierce, with Smith & Murray, s, Springfield, Mass. 55 White.

W Paton, with Boston Store, t, Chicago. 114 Fifth avenue.

Allan H Waas, c, g, Albuquerque, N Mex.

Mr Nash and Mr Harris, c, g, Marshall Field & Co, Chicago. 104 Worth.

J & M Gernsbacher, c, hf, of Gernsbacher Bros, Fort Worth, Tex. Herald square.

R H Schnepf, with Columbus D G Co, c, hf, Columbus, O. Imperial.

W A Hildebrand, with Hutzler Bros, c, g, Baltimore. Grand.

A Binswanger, with Jos Horne Co, hf, Pittsburgh. 320 Church.

T B Cannon, with E Malley & Co, t, New Haven. 320 Church.

T B Bunting, with B Lowenstein & Bros, t, Memphis. 43 Leonard.

H E Kline, with Watt & Schand D G Co, c, hf, Lancaster, Pa. 55 White.

G L Adams, with Jos Horne & Co, t, Pittsburgh. 320 Church.

I Rothstein, with Kaufmann Bros, c, g, t, Pittsburgh. 648 Broadway.

F Maren, with Wm Gushard D G Do, hf, Decatur, Ill. Wellington.

J Mac Farquhar, with S Kann Sons & Co, t, Washington. 621 Broadway.

J E Miller, with W F Gable & Co, hf, Altoona, Pa. 2 Walker.

J M Hartley, with Dunn, Taft & Co, hf, Columbus, O. Latham.

C D Fisher, with L S Donaldson Co, s, Minneapolis. 2 Walker.

W Schwarz, with "Golden Rule," c, g, t, St Paul. Flanders.

F E Moore, with Wells Bros. Commission Co, c, t, Coffeyville, Kan.

E Steisel, c, g, Glen Cove, L I.

Mr McBride, with Robertson Bros, c, g, Kingston, Ont.

W E Rounds, with Stone & Thomas, c, hf, Wheeling, W Va.

M H Hudson, with Dey Bros, c, g. Syracuse. Navarre.

B C Laurens, of Laurens & Rowe, c, g, Oneonta, N Y.

S V Shaijian, c, hf, Elmira, N Y.

J Harper, with San Antonio Drug Co, c, g, San Antonio, Tex. Saville.

M P Alkon, c, g, Portsmouth, N H.

C D Pearson, c, g, Indianapolis. Imperial.

W E Grady, with Columbus Mdse Co, c, g, t, Columbus, O. Breslin.

F T Schermerhorn, with The Fair, c, g, Fort Worth, Tex.

J L Lynch, with Stewart D G Co, hf, Louisville, Ky. 214 Church.

L J Miller, c, hf, Columbus, O. Grand.

W B Stanton, with Stewart & Co, c, g, Baltimore. 214 Church.
Mr Freeland, with J B White & Co, c, g, Augusta, Ga
M J Donohue, with Lord & Gage, c, g, Reading, Pa. 214 Church.
Miss Springer, with Hale Bros, t, San Francisco. 365 Broadway.
Mr Dodge, with Younker Bros, c, g, Des Moines, Ia. 31 Union square.
G A Dahlgren, with A M Rothschild & Co, hf, Chicago. 215 4th avenue.
J E Hogan, with Gamble, Desmond & Co, hf, c, t, Toledo. 65 Bleecker.
Mr Inabint, with W H Wright & Sons Co, c, g, Ogden, Utah. King Edward.
C C Kellogg, with Jones D G Co, t, Kansas City, Mo. Cumberland.
W Kinner, with Frederick & Nelson, c, g, Seattle. Flanders.
W F Walker, with E W Edwards & Son, hf, c, g, Syracuse. Cadillac.
A J Aldrich, with Shartenberg & Robinson, s, New Haven. 75 Spring.
S W Schumacher, with Foster & Cochran, c, hf, Lancaster, Pa. 817 Broadway.
J Imbus, with Geo W McAlpin Co, c, hf, t, Cincinnati. 214 Church.
T G Hall, with H Herpolsheimer Co, hf, Lincoln Neb. Grand.
A Tautenhoff, with J & W Jung, hf, Sheboygan, Wis. York.
H Heller, with J A Chapman Co, t, Milwaukee. Hoffman.
A B Sutherland, of Robertson-Sutherland Co, t, Lawrence, Mass. 55 White.

AT CHICAGO.

THE Gleason-Tiebout Glass Co. has arranged to close its Pacific coast office at San Francisco, and thereafter all business from the Northwest and Southern territories will be handled through the Chicago office, which has been moved from the sixteenth floor of the Masonic Temple to the seventh floor of the same building. The office in this city expects to have quite a crew of salesman in a few weeks. Marshall W. Gleason, president of the company, will be in Chicago about the first of March.

* *

Premium goods men are still having some difficulty in getting all the traveling salesmen they require, and are now making a regular campaign for them through the daily newspapers.

* *

The Central Cut Glass Co. of Chicago is planning to erect a new factory in the vicinity of Wentworth avenue and Sixty third street.

* *

Late advices from Springfield state that Joseph C. Elaholt suddenly died in his home there at the age of fifty-six. For years he had been the head of about the largest silverware and jewelry house in that city, and no man in Illinois was better known to the trade generally.

An enterprising burglar broke a window in the store of the W. K. Cowan Co., on Michigan Boulevard, a few evenings since, and got away with about $500 worth of ornamental silverware

* *

P. L. Flaccus, of the Flaccus Glass Co., accompanied by his wife, will start on a combined business and pleasure trip to San Francisco about the first of March.

* *

Before leaving on a short tour of inspection of his territory toward the end of last week H. A. Marshall found time to send out some very ornate stationery announcing the merits of his half dozen classes of goods and the improvements in his lines, and also to state that the report concerning the change of plans which would assign Mr. Dalrymple to Eastern territory was erroneous and unauthorized—which will be gratifying to the friends who wish to keep Mr. Dalrymple with them in this neck of woods for a while longer. Monday morning found Mr. Marshall back at his desk again stirring things up in the trade in his usual energetic fashion.

* *

Glass salesmen always welcome W. Westphal, of Missouri, who is now stopping at the Kaiserh of to buy stock for his jewelry store at St. Charles.

* *

Crockery Buyer R. F. Prael is stopping at the La Salle while selecting his new lines for the Prael & Hegele Co. department store at Portland, Ore.

*

While selecting his new crockery and glass lines for the spring trade, B. Davidson, of the Davidson & Bros. department store, Sioux City, Ia., is staying at the Blackstone.

* *

R. Gable was here buying silverware for the Gable & Co. store at Lost Nation, Ia.

* *

Making his headquarters at the Palmer, D. M. Davis is buying new goods in the crockery and silver lines for his department store at Clarksburg, W. Va.

* *

Among the visiting buyers of crockery and glass stopping at the Palmer House within the past few days were E. Dowell, of E Dowell & Co., Salem, Neb,; S. Payne, Red Oak, Ia.; A. Joseph, of the Joseph Co., Denver, Col.; W. Hoadley, of Lawrence & Hoadley, Green River, Wyoming; C. W. Belscher, Clarence, Mo.; I. Miller, Houghton, Mich. At the Brevoort were the following: C. E. Bower, Bethel, Mo.; J. A. Pierce, with Power Mercantile Co., Lewiston, Mont.; W. Johnson, Toledo, Ia.; A. C. Fisher, Cedar Rapids, Ia.; D. Kauffman, of D. Kauffman & Co., Grand Island, Neb.

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

Published Every Thursday

BY

WHITTEMORE & JAQUES, Inc.,

92 West Broadway, New York.

EDITORIAL ROOMS, TEL. 5092 BARCLAY.

MECHANICAL DEPT., TEL. 5086 BARCLAY.

SUBSCRIPTION RATES, INVARIABLY IN ADVANCE:

United States	$2.00
Canada	3.00
All other foreign countries in the postal union	4.50
Single copies	.10

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Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrcarage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, FEB. 16, 1911.

A GREAT SCHEME; BUT----

BUT for the absence of such details as booths, exhibits, salesmen and prospective purchasers, the First Annual Crystal Show at the Marbridge Building would have thrown open its doors last Saturday. As it happened, however, the expected army of eager buyers had to content itself by purchasing its glass and china from local warerooms and hotel showrooms.

A decided reticence has been manifested at the office of Myndert A. Vosburgh, president of the Manufacturers' Household Goods Exposition Co., as to the exact cause of the failure to open up, but it is rumored that had the concern sufficient funds to go through the formality of paying for the loft at the Marbridge edifice things would have progressed according to schedule. An unsympathetic superintendent, it is said, by insisting on collateral wherewith to defray the expenses incurred in leasing the floor for two weeks dealt the budding enterprise a severe blow in that part of its anatomy usually encircled by a piece of linen or celluloid, as the case may be—assuming that enterprises wear collars.

At no time during the course of the preparations for the big show were the promoters careless enough to display any great amount of legal tender, except for one purpose. When traveling on contract-gathering pilgrimages, parlor coaches, wine, quarter weeds and other sumptuous accessories were employed.

When the opening day finally hove in sight, only to disappear over the stern, meetings were frantically called, but, sad to say, were thinly attended. Many expectant would-be exhibitors developed peevish bumps and carted away their wares, leaving naught in the "Hall" for the mice to nibble at save a stack of nicely-printed buyers' tickets.

As late as Tuesday a.m. the exposition company's scouts were busy trying to round up enough exhibits to open the show without financial loss. The men on this tour were carefully instructed to stipulate spot cash, and the absence of cordiality was general enough to be painful throughout the final interviews.

One would-be exhibitor, in giving vent to his pent-up emotions, feelingly declared the show to be a success—because it did not open.

Now the concerns which secured space and paid in advance for the rental of the booths are wondering whether or not they are going to get their money back. Drastic measures are talked of by some of them, and the developments of the next few days promise to be interesting.

PERSONAL.

ONE of the old-timers whose presence is welcomed during the import season is Silas Ichenhauser. He is always a good customer in this market; but aside from that is highly regarded as a man. He says things are all right in Evansville except that when he left they were having a little too much water. Heavy rains have been frequent there this winter.

Chas. Woodbury, of the Mitchell, Woodbury Co., Boston, toured the District last Friday after attending the wholesalers' meeting the preceding day.

Milton Rogers, with H. P. Chandlee, Sons & Co., Baltimore, was among the wholesalers' representatives seen in the District last week.

H. E. MacKenzie came back Friday from a tour through New England for the Geo. H. Bowman Co. and says the trip was more than satisfactory.

Alfred B. Evans, with Meakin & Ridgway, arrived in New York Friday from a New England trip and said he had excellent business everywhere. New England seems to be a fertile field for travelers this spring.

O. H. Sebring, proprietor of the French China Co, Sebring, O., departed for home early this week.

J. W. Moses, of the United China and Glass Co., New Orleans, who is buying import goods in New York, reports his business the largest since 1905, and

says prospects are so good that he is taking larger quarters about three blocks from his present location, where he will have the benefit of a railroad spur right to his warehouse.

Mr. Rosner is the new china and glass buyer for Ludwig Bauman & Co., Eighth avenue, this city. He was formerly with S. & W. Bauman, Third avenue and 118th street.

J. P. Carling opened the Pope-Gosser lines of crockery at the Grand Hotel Monday, and did business from the start.

A. P. Curtin, a prominent merchant of Helena, Mont., who handles crockery and glass, is in NewYork on a pleasure visit.

A. F. Wylie, of New Haven, Conn., sailed Tuesday on the "Cincinnati" for Gibraltar and Naples. He will make a pleasure tour through Europe which will cover several months.

F. W. Sinclair and O. W. Sutherland came in the first of the week from their respective territories to meet visiting buyers.

A. Paroutaud, who arrived in New York last Friday, sails for Europe again next Thursday. His visits are short, but effective.

M. Tanaka, who is at the head of the import department of Morimura Bros. left February 14 for Japan, via San Francisco, to superintend the production of the goods ordered this season. He will be abroad several months.

S. Mass, who belongs to the European manufacturing force of L. Straus & Sons, is in New York for the first time in several years. He looks well and is very optimistic as to conditions.

H. G. Freese, with Vogt & Dose, has been confined to his home the past ten days through illness.

Robert E. Johnson, of the Rochester (Pa.) Cut Glass Co., has been in the city all the week, accompanied by Mrs. Johnson.

Geo. N. Everett, who buys china, glass and housefurnishings for Woodward & Lothrop, Washington, sails Saturday on his first European purchasing expedition.

J. C. Markert, of Marion, O., who has been seriously ill for quite a long time, is recovering nicely, and has been able to be at his place of business for several hours daily the last few weeks. Mr. Markert is an old-timer, having been in the china and glass business at Marion for thirty-eight years.

R. W. Fiske opened at the Parker House, Boston, for a week's stop with four trunks of Consolidated Lamp and Glass Co.'s specialties.

J. H. Law, of Asheville, N. C., who conducts one of the oldest crockery and glass stores in the South, made a round of the District last week on his semi-annual visit.

Geo. S. Brush, sales manager of the McCoy Pottery Co., returned to the factory last week after a visit to the company's agent here, Wm. M. Warrin.

Miss M. A. Kelly, who has ably represented the McDougall & Southwick Co., Seattle, for many years, was a District visitor this week.

F. Neaher, a popular Brooklyn merchant, was in the District Tuesday doing a little prodding to quicken some belated deliveries.

Glen Cove, L. I., is riding on the crest of a wave of prosperity, according to M. Steisel, who was in the District Tuesday.

William D. Dougherty, manager of the New York office of the Consolidated Lamp and Glass Co., left Saturday for Toronto with two trunks of samples.

Hugh Nevin is at the New Grand Hotel with a complete line of dinnerware and toilet ware of the Knowles, Taylor & Knowles Co., East Liverpool.

Louis Reizenstein, Pittsburgh, was in New York last week placing import orders.

Messrs. Nash and Harris, buyers of china and glass for Marshall Field & Co., Chicago, were in New York this week. Mr. Harris will sail for Europe next week.

Thos. Gill, with Mandel Bros., Chicago, sailed February 16 for Europe on a buying trip.

Max Loeb, of Mexico City, sailed Tuesday on the Kronprinz Wilhelm.

W. A. Maurer, of Council Bluffs, who is in town buying, is one of the old-timers who have been coming to market for more than thirty years. He has

practically retired from business, and was not here last year, but this season came on just to keep in touch with things.

⚜

E. E. Wiigus, of the Buffalo Pottery, arrived in town Wednesday and will be here until February 25. Lew Bown is expected to arrive Saturday for a few days' visit.

⚜

M. S. Newman, with A. A. Vantine & Co., returned Tuesday from his Western trip to attend to the wants of his friends who are due to visit the New York warerooms.

⚜

W. J. Peterson, inventor of "modern stained glass," leaves next week for a short trip through Connecticut in search of moderate-priced portable bases.

⚜

R. A. May, vice-president of George Phillips & Co., Montreal, arrived on Monday, a week ahead of his usual time, to look over the District.

⚜

Charles Polacheck, of Polacheck & Bros. Co., Milwaukee, is in town on his annual visit, picking up specialties in domes and showers.

⚜

J. S. Campbell, of J. S. Campbell & Co., Waxahachie, Texas, left on Tuesday after a short stop in the city during which he completed a number of purchases.

⚜

Robt. Yarwood is now assistant to Thos. Stackpole, housefurnishings buyer for the Greenhut-Siegel-Cooper Co., this city.

⚜

W. E. Knowles, of the J. Pouyat Co., is back from a successful trip to Boston, where he showed most of the new samples brought over last month as the resuit of his first visit to Limoges.

⚜

Thos. Cannon, china and glass buyer for the Edw. Malley Co., New Haven, Conn., was here this week on what will probably be his last trip for that firm, as he is booked for a similar position with Batterman & Co., Brooklyn.

⚜

A. L. Rock, with Vantine's, accompanied by Mrs. Rock, left Tuesday for Japan. Mr. Rock will make a tour of the European market in search of novelties before arriving at his destination.

TO clean japanned ware a good plan is to rub the surface with a little olive oil, and then polish it with a piece of flannel. Hot water should never be used, as it is apt to crack the japanning.

BUSINESS BRIEFS.

Stark's five and ten cent store, Batavia, N. Y., was destroyed by fire last week.

* *

The Hadley-Dean Glass Co., St. Louis, were burned out recently. Loss $10,000.

* *

F. W. Woolworth & Co. have opened a branch store in the Wolff Building, Peekskill, N. Y.

* *

The Golden Rule dry goods store, Duluth, suffered a stock loss amounting to $12,000 by fire last week.

* *

Fire last week in the Wallace Co.'s department store, Schenectady, N. Y., did considerable damage to the stock.

* *

R. S. Kresge will open a store in Louisville, Ky., at an early date which will be the largest of the character in that city.

*

A fire in the six-story building 394 Canal street, this city, occupied by the Consolidated Art Glass Co., did $500 damage Feb. 15.

* *

The W. C. Vosburgh Mfg. Co., Brooklyn, N. Y., manufacturers of lighting fixtures, filed a voluntary petition in bankruptcy February 11, showing liabilities of $206,825.87 and assets amounting to $175,792.33.

* *

J. S. Mack, for years identified with the McCrory five and ten cent store syndicate, has purchased the controlling interest in the Murphy five to twenty-five cent store syndicate and will become its head March 1, his headquarters being in McKeesport, Pa. There are twelve stores in the Murphy list. This number is to be increased during the year. Since Mr. Murphy's death the business has been ably managed by M. W. Meredith, and while Mr. Mack will be in charge the former will continue active in the management.

MARK THEIR PRODUCT.

SOONER or later every manufacturer whose goods become popular adopts a trademark to individualize the product and prevent substitution. The accompanying is a good reproduction of the new mark re-



cently adopted by the Fostoria Glass Co., and which can now be found on all wares made by this well known concern. The Fostoria quality is widely known and has become especially well liked through the up-to-dateness of their patterns and general excellence of workmanship.

The New York Crockery and Glass District.

L. Straus & Sons have an aggregation of pottery, glass and fancy goods which in all their many years they have never equalled. Those who have seen their former exhibits and know how good they have been will be astonished at the present one. Their line of Schwarzburg china includes dinnerware, fancy short lines and other fancy pieces in bewildering array. Their marbles and bronzes are a revelation—in fact, the whole establishment is so replete with good things that nothing short of a visit to the place can convey any idea.

"Kinran" has been making very gratifying sales records, according to A. A. Vantine & Co. The new colorings and shapes seem to have caught the popular fancy, and new customers are being added daily. The line is shown in its complete form now.

The Geo. H. Bowman Co. are showing in their New York warerooms full lines of china, both dinnerware and fancy short lines, and are having a wonderful run on their glass salt and pepper shakers, which are offered at prices so convincing that everybody buys.

F. Bing & Co.'s Successors, who are now comfortably settled in their new warerooms on Irving place, near Eighteenth street, have a most remarkable showing of fancy bronzes on the store floor, ranging from the cheapest up to the most expensive article. Upstairs they have a fine line of French bronzes and a wonderful exhibit of marble statuary. New goods in a new store appeal to buyers.

Fondeville & Van Iderstine have just opened a large shipment of new French china from A. Parouland. There are two new shapes and a perfect wealth of new, unique and unusual designs. Some very striking decorations are in pastel effects. There is a pretty thing with a Chinese suggestion, and some combinations of colorings that have never been seen on china before.

Geo. Hamilton is making quite a display of English china rose bowls at 25 West Broadway. Excellent floral decorations are used, and a wide choice is offered in shapes and sizes.

Chas. L. Dwenger has brought out another new shape this year which he has named the "Classic." It is shown in a number of original border and floral decors A large line of German and French fancy goods has arrived showing many charming decors in decal, hand-painted work, raised paste and incrustations.

The domestic cut glass lines of the Strobel & Wilken Co. are being replenished, and several very fine floral cuttings have been added to the assortment on display. Their iridescent engraved goods—decanters, jugs, etc., in addition to the large and varied line of stemware—have been augmented by many new arrivals. The increase in the lines of glassware has necessitated the installation of new shelving and drawers to take care of the samples.

"Oriflamme" ware, shown by Robert Slimmon & Co., is something entirely new in English pottery. The decorations resemble to a remarkable degree miniature conflagrations with great bursts of golden-red and amber-colored flames. No two pieces are identical. In some cases the chemical changes produced in the firing have brought out colorings found only in the most costly onyx. The line embraces jardinieres, vases, ferns, bowls, and similar items, and is from the factory of A. J. Wilkinson, Ltd.

John Morgan & Sons have revised their price list and made a general cut throughout their entire line. In some instances the reduction is as much as twenty-five per cent. The firm has added to its line an assortment of very moderately priced large domes in Egyptian designs.

Among the new samples for 1911 shown by F. W. Jenkins & Co. are some old Chinese enamel dinnerware decorations at moderate cost which will prove interesting and practical to those who are looking for

"something different." The firm are also offering import samples at very low prices rather than carry them to the new quarters they will have after May 1. Some of these are for immediate delivery, others at the close of the import season. The "close outs" include Avenir Limoges china and Copenhagen ware.

Abels & Co. have the easels, plate-holders and racks for you if you wish to display your wares in an attractive manner. They will either mail you their catalogue or submit samples on request.

M. Gropper & Sons, formerly at 82 Bleecker street, are now located in their new quarters at 464 Broadway, in the building recently vacated by Mills & Gibb. A very large display of imported and domestic toys, dolls, etc., is being installed.

Among the many special items from the Bryce Bros. Co. shown by J. Duncan Dithridge is a beautiful "peach Melba" in optic effect. It is made with either a rock crystal cutting or a deep etched pattern. A new etched stemware pattern carries the egg and dart border, so famous as a frieze decoration in ancient Greek architecture. It is thought that this is the first time it has been adapted to a stemware line. The effect is excellent.

A dozen new four-, five- and six-light "showers" have just been received by George N. Blust, manager of the local office of the Pittsburgh Lamp, Brass and Glass Co. The new fixtures are finished in brushed brass, and fitted with glassware in the form of cylinders and balls in floral effects. Some of them are made with large domes in the center, while others come with the usual twelve-inch electric balls. Four new gas ceiling lights in shower effects, with Mission glass shades and art glass panels, are also on display. The complete 1911 line is hung and wired, ready for instant demonstration.

Edward B. Dickinson is now settled in his handsome new quarters at the Fifth Avenue Building, where he is displaying about sixty new patterns in dinnerware from the Steubenville Pottery, finished with the better class of decorations and coin gold. A very handsome design is shown with Japanese borders in fine colorings. The line of fancy salads is very strong. A special room is devoted entirely to new cuttings from the Liberty Cut Glass Co., consisting principally of floral patterns with bright cut stems and leaves. Mr. Dickinson has added a line of high class sanitary bathroom fittings made by the Central Specialty Mfg. Co. of Chicago.

The Consolidated Lamp and Glass Co. has been so busy sending new samples to the New York office that the overflow of goods has to be accommodated on spare desks until time can be taken to place them properly on display. The new cuttings on electric balls are particularly good.

Alex. P. Doctor, New York agent of the Central Glass Works, is very enthusiastic about his new lines of drawn stemwarel with decorations after the art nouveau patterns so popular now on china. These are in three styles and are very moderately priced.

William C. Lynch, of Taylor, Smith & Taylor, East Liverpool, has been keeping pretty busy attending to the wants of the various buyers who have been in to see his exhibit at the New Grand. His new shape "Pennova," has been making a big hit He is also showing a line of domestic dinnerware that has all of the earmarks of French china.

The new samples of the Warwick China Co. are being displayed by A. R. Marryatt. Three ten cent assortments have been made up for this year, each embracing about twenty different items. Samples of the new dinnerware patterns will arrive within a few days.

Blakeman & Henderson have made the usual clean sweep in their sample room this year and have placed on display an entirely new line of fancy French china and dinnerware. The decors, if anything, exceed their usual high standard in hand-painted effects, raised paste gold, and gold incrnstations. A number of new white and gold decors are included, and a new paneled shape to be known as the "Colonial" makes its debut.

HAVILAND & CO. INCREASE THEIR UPTOWN HOLDINGS.

ON Tuesday Haviland & Co. added to their holdings in the Murray Hill district by concluding the purchase of Nos. 13 and 15 East Thirty-sixth street from the estate of Robert Hoe. Last spring Haviland & Co. bought No. 11, adjoining a fifty foot house; also No. 10 East Thirty-seventh street. The combined properties give the buyers a frontage of 100 feet in Thirty-sixth street and twenty-five feet in Thirty-seventh street, between Fifth and Madison avenues.

During the current year a large commercial building will be erected on the site.

In an interview with a representative of the JOURNAL on Wednesday of this week, Paul B. Haviland stated that his firm had not yet definitely decided upon moving uptown, and in any event the present quarters would not be vacated before the expiration of their lease, May 1, 1912. The newly-acquired property is reported to have cost approximately $750,000.

CARING FOR BIG GROWTH.

WORK is being rushed as rapidly as possible on the new building which, when completed, will transform the present quarters of the Scheuer Bros. Co., Sandusky, O., which they have occupied for the past twenty years, into a handsome, up-to date building of which any city might justly feel proud. The picture shown below gives an excellent idea of its appearance.

The Scheuer Bros. Co. have outgrown their present space, and to satisfy the ever increasing demand are compelled to enlarge the departments already installed, besides adding a number of new ones.

Special pride is being taken in equipping it with all modern improvements and fixtures, and nothing will be spared to make it convenient and attractive. It will be completed about March 1, and have a frontage of 66 feet on Market street and a depth of 200 feet.

The three floors and basement will be occupied for retail salesrooms, while the adjoining Water street property, which is 200 feet in depth will, as heretofore, be used for their wholesale business.



SCHEUER BROS. CO.'S NEW STORE, SANDUSKY, O.

FROM AN EMPLOYER TO HIS MAN ON THE ROAD.

NEVER give up till the last card is played. Many a man has won out on the last play.

Study every man you have dealings with. Learn men, and you will have the first principles of successful salesmanship.

Learn to approach a man properly. There is no one way—there are thousands. The one you want to use is the one that will make a good impression on the man you are trying to interest.

Flummery and flubdub may be all right in high society, but my experience with business men is that they would rather talk business.

A brisk, frank, pleasant manner is a fine thing for a man on the road. Never let poor meals and bum beds show in your face. Never let your private troubles crop out in your conversation.

Look as though you were going to sell goods, and feel that way, too, and the chances are bigger in your favor.

Persistence is one of the most important characteristics for a good bulldog and a good traveler; but unlike the bulldog, who does not need it, the traveler needs as much tact as persistence.

Have some system about your selling talks. Try to find out what is needed and what is not, and then you have the basis for securing trade.

If you fall down in nine different stores, pick yourself up and go after the tenth with as much vivacity as though you had captured every one. This is a hard thing to do, but a good traveler can do hard things.

Remember, you must make good. We want you to make good, for our sake and for yours. Never get to feeling that you are downtrodden and abused. Everybody is downtrodden and abused if he stops long enough to get sympathetic with himself.

Don't get self-conscious. This is especially hard for young fellows. It kills your approach, it destroys the effect of your selling talk, and makes the man you're talking with as awkward and ill at ease as you. This makes him cross and irritable, whether he knows it or not, and your chances for doing business with him are much reduced. Think about him and the goods and forget yourself.

AT BOSTON.

WITH the augmented list of visitors, business is beginning to show good signs of activity. The goods displayed this year are particularly fine, and there is every evidence that 1911 will prove a profitable year all 'round.

Collections seem to be poor, with no real reason for this condition.

John L. Ruhl, financial man of the A. Radford Pottery Co., Clarksburg, W. Va., was in town last week, calling on his daughters, who are attending a local college.

George W. Alden, owning a crockery and glass store in Brockton, Mass., gave some festive orders to the trade this week.

Harry B. Hollis, the Cambridge Glass Co.'s Boston sales overseer, has a cordial invitation to "come n and smoke one yourself" elsewhere in this issue. W. A. Purinton, of this office, is making an extended trip through Connecticut. Mr. Hollis has taken the representation of the Jewel Cut Glass Co.

E. J. Tucker, of Chase & Francis, left this week on a microscopic order hunt through Maine. He will be in that territory for two weeks.

Theodore Jones, of the Jones, McDuffee & Stratton Co., has returned from a New York visit.

Charles R. Lynde, who recently opened an uptown china and cut glass shop, is running some excellent window displays of fine china which are prolific of results. Mr. Lynde was formerly with the Richard Briggs Co.

F. O. Stratton, with the Goodell Co., Antrim, N. H., silverware, is Down East for several weeks. The combination of cut glass, china and silverware is found in many stores in New England.

Two Providence, R. I., order barons in town this week were Frank Dunmore, with the Shepard Co., and James O'Leary, with Jos. Samuels & Bro.

"Sir" Arthur G. Richardson, an old-time crockery man, and many years ago connected with Nelson & Co., jobbers, occasionally gets around the district to shake hands with his friends.

J. Frank Hinckley is planning a New England trade marathon shortly with several pottery lines.

The huge electric illuminated sign of the Boston Sample Rooms recently erected makes an excellent appeal to passersby on their way to the South Station. Located within five minutes' walk of this terminal, and in the heart of the retail district, plus the facilities offered, make the Boston Sample Rooms a model place to show a line.

Frank A. Smith, with A. G. Pollard Co. Lowell, left some requisitions for rejuvenating his stock last week.

Saul Goldberg, the big housefurnishing and crockery man of Lawrence, was heard saying "Ship me——" last week at several wholesale offices.

C. A. Hudson, owning F. W. Miller & Co., crockery jobbers, says business is holding up well. F. H. Miller is traveling the territory formerly handled by the late Messrs. Boyd and Lane, who died within a week of each other.

The oil heaters of Edward Miller & Co. are proving fast sellers in this territory.

Miss May G. Goodwin, cut glass buyer of the R. H. White Co. purposes to visit the New York market shortly.

Mr. Berry, of the Berry-Ball Dry Goods Co., St. Johnsbury, Vt., was the first caller on the trade last Monday morning. He reports a more lively Vermont business.

Wholesale visitors at Young's this week included W. J. Noble, with John Davison, New York, and H. P. Muirheid, with Maddock & Miller.

The three Pittsburgh Lamp, Brass and Glass Co.'s sales pushers, Manager G. E. McFarlin, J. J. Dunn and John W. Power, have returned from initial trips with gratifying order achievements.

"Billy" Rudderham, buyer for Almy, Bigelow & Washburn, Beverly, was another of the Monday morning visitors.

MILLIONS FOR SAFETY.

THE "Clay Record "says that last year the fire insurance companies were paid $146,000,000 more than they paid out in losses. Fire protection comes high, but we must have it. Now and then groups of manufacturers start mutual companies as a protest, but almost invariably they prove failures. Standard fire insurance is based upon expeience, the rates being generally fixed as low as the risks assumed, the cost of getting and handling the business, and a reasonable profit, will permit. The best way to get even with the insurance man is to build as nearly fireproof as possible and in a section composed largely of substantial structures. This will result in a large saving in premium outlay.

Around the Glass and Lamp Factories.

Pittsburgh and Vicinity.

That the premium houses are taking a lot of trade away from the legitimate glass dealer is undoubted. And they do not stop with the purchase of the cheaper lines of pressed glassware either, but have been buying some of the cut lines as well. The manufacturers, of course, are not in a position to refuse business from the premium houses. The orders are legitimate, and they are making glass to sell.

A new line of salts and peppers by the Fenton Art Glass Co. is different from anything of the kind on the market.

A. J. Smith, president of the McKee Glass Co., Jeannette, Pa., accompanied by Mrs. Smith, whom we chronicled last week as being in Florida, will also visit Bermuda before returning home.

There is no denying the fact that some of the tumbler manufacturers could sell their product at a higher price and still not lose any business. The factories making high grade lines are getting good prices for their ware, and are selling all they can make.

Buyers of decorated novelties for the souvenir and park season trade have started to come into the market, and their orders are of a character that indicates a heavy summer business.

The consolidation of five of the plants of the United States Glass Co. at Glassport will not affect the status of the remainder. The company operates in all twelve factories.

Manufacturers of blown glassware are drifting into the lighter cuttings, for the demand for this class of ware has increased at a remarkable rate during the past season. The finer the cuttings the better the lines have sold. This not only refers to tumblers, stemware and similar goods, but to jug lines as well.

The demand for the sanitary utility jar manufactured by the Ripley Glass Co. is very great. The lid has a small cross-piece of glass for a handle, making it easy to lift. The fact that the jars are shipped nested is a feature in favor of the dealer.

A new decorating shop has been built at the plant of the L. E. Smith Glass Co., at Mt. Pleasant, Pa.

The Pittsburgh Lamp, Brass and Glass Co. is showing an especially attractive line of portables and electroliers this season, their Mission shade lines being very popular.

The blown lines of glassware shown this season by the Bryce Bros. Co., Mt. Pleasant, Pa., are the most artistic the firm has yet presented. The many special pieces are from new molds, and are of a class distinctive with this concern.

Glass manufacturers of the finer blown lines are preparing to show goods decorated in matt gold—a style not heretofore extensively produced by domestic manufacturers. The demand for this character of fine glassware is growing, and its development is awaited with interest by buyers.

The stockholders of the Canton Glass Co., Marion, Ind., elected the following officers: Henry W. Harter, president; Chas. J. Bockius, secretary and treasurer; Chas. H. Henderson, superintendent.

A. H. Heisey & Co., Newark, O., are having a good share of business, and are running their factory full, with every indication that they will have all the orders they can handle during this fire.

The Tarentum Glass Co. report excellent business. The new lines are taking well, and the "Puritan" is holding its own with anything in the market.

The Potomac Glass Co., Cumberland, Md., have been forging ahead rapidly ever since the company was established and are producing an excellent line of goods. They are very strong on hand-made stemware.

It is reported that a deal was consummated during the past week whereby the property of the Oriental

Glass Co. at Sarah and South Eighth streets, comes into the possession of Andrew P. and Aloysius J. Stock, they having purchased the holdings of other members of the Stock family. The consideration is said to have been $10,000.

TO BOOST AMERICAN CLAY PRODUCTS.

CONSIDERABLE interest is being manifested in the first annual Clay Products Show to be held in Chicago early next February, when it is planned to make a generous exhibit of all lines of domestic pottery. The idea was conceived by Albert T. Leach, of 45 Plymouth Court, Chicago, and already several East Liverpool and Zanesville pottery manufacturers have signified their intention to make displays.

The object of the clay products show is twofold—educational and selling. On educational lines it is planned to show the advancement that has been made in all lines of clay products, and to compare the present day-product with that of the past. On the selling end, if the manufacturers so desire, salesmen will have the right to work from their display stands, for the affair will be national in its character.

One feature of the exposition will be the erection of a brick house, completely furnished, the dining room tables equipped with American pottery.

Men prominent in all clay products have come forward with funds, the object being to advance the industry of the United States in a manner never before attempted.

TRADE TIPS.

ROME, GA.—Keown & Winkle have opened a new store and want catalogues of domestic pottery.

Irvington, Ky.—The Irvington Hardware and Implement Co. want catalogues of housefurnishings, glassware and domestic pottery.

Lamar, S. C.—The Cole-Colclough Hardware Co. has been formed with $5,000 capital and will handle pottery, glassware and housefurnishings.

Fruitdale, S. D.—The Sterns Co. want catalogues of domestic pottery, housefurnishings and glassware.

Milladore, Wis.—J. H. Rudersdorf & Co. have opened a store and will handle housefurnishings, pottery and glassware. Catalogues are asked for.

Smith Centre, Kan.—R. E. Henderson has bought out Henry Ahlborn and will continue handling crockery and glassware. Catalogues requested.

West Mineral Kan.—H. H. Bradley & Co. have succeeded to the business of L. Mulholland and will handle enamel ware, housefurnishing goods and pottery.

Afton, Mo —Store of John Clabes, which was damaged by fire, will continue to handle enamel ware, pottery, housefurnishings, glassware and allied lines. Catalogues on pottery wanted.

Lawton, Okla.—The Lawton Hardware Co. will do a wholesale and retail business in housefurnishing goods, and may possibly add domestic pottery.

Ripley, Tenn.—Watkins Tucker has bought the business of E. N. Rice Hardware Co. and will handle full lines of pottery and glass.

THEY'LL GET THERE JUST THE SAME.

IT has been decided by the courts of Maine that while tipping is a necessary expense, pressing of trousers and laundry bills are not. But as the amount of tipping is not limited, trousers will no doubt be "in the bill" all the same.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

TO	Shipments month end'g Jan. 28, '11	Corresponding period 1910	Exports Jan. 1 to Jan. 28,'11	Corresponding period 1910
Boston	626	529	....	....
New York	956	621	....	....
Baltimore	676	1018	....	....
Philadelphia	416	457	....	....
New Orleans	125	100	..	..
Newport News	4	55	..	....
San Francisco	18	....	..	
Portland (Me.)	267	268	....	....
Galveston	317	61	....	...
Portland (Or.)	....		....	....
Inland Points	87	117	....	....
Total	3492	3226	....	....

From the Freight and Shipping Circular of John Edwards & Co Liverpool.

TO	Shipments week end'g an 28,'11	Corresponding period 1910	Exports Jan 1 to Jan. 28,'11	Corresponding period 1910
New York	211	142	862	648
Boston	9	68	521	431
Philadelphia	153	149	452	427
Baltimore	172	98	676	1118
San Francisco	....		18	....
New Orleans	5	..	125	44
Portland (Me.)	....	..	184	123
Galveston	....	54	317	86
Newport News	....	....	4	55
Portland (Or.)	....	....	....	....
Inland Points	96	96	87	213
Total	590	607	3246	3145



East Liverpool and Vicinity.

It is reported that an effort will be made at an early date by several East Liverpool and Pittsburgh men to purchase the plant of the New Castle China Co., which has been idle for several years. Several well-known pottery sales managers have had the matter under consideration, and conference will be held in New Castle ere long with the above end in view.

* *

Albert Taylor is now in charge of the decorating department of the D. E. McNicol Pottery Co., succeeding Walter Deville, who has had charge of the department for several years.

* *

A new line of salads is being shown by the Smith-McNicol Pottery Co., Wellsville.

* *

At the annual meeting of the East Palestine Pottery Co. the following officers were elected for the current year: President, Will S. George; vice president, E. O. Sawhill; secretary, Robert N. Logan; treasurer, W. C. Wallace. The board of directors includes the above with the addition of R. N. Chamberlain and W. C. Chamberlain. The plants of this company are being operated to their capacity, and the outlook for the year is the brightest in the history of the firm. The annual report showed 1910 to have been the best year the company has so far experienced. The capacity of the plant is being increased by the erection of additional clay shops and kilns, and production this year will be larger than ever.

* *

Freight shipments of pottery from this district over the Youngstown and Ohio River railroad, which has a direct connection with the Erie Railroad system, is growing rapidly—in fact, to such an extent that the company has been compelled to purchase additional motive power. Heretofore the Pennsylvania Railroad Co. has been the only one entering the district.

* *

The demand for the underglaze blue lines of Cartwright Bros. is increasing to such an extent that the decorating deparment is working full time on this production. The treatment is not only being shown on dinner and breakfast sets, but on the salad and plaque lines as well. Large dealers have been ordering liberally of the entire line.

* *

With the Knowles, Taylor & Knowles Co. business is of the best. The variety of decorations shown this season on their "Lotus" and "Ramona" dinner shapes is very large.

* *

Harry W. Smith, manager of the East Liverpool branch of the Roessler & Hasslacher Chemical Co, New York, has returned from an extended Southern business trip.

* *

Especial efforts were made by the Potters' Co-Operative Co. this season to arrange an assortment proposition which would prove popular with the retail trade, and that they have proved successful is shown by the fact that orders are the most extensive experienced in a decade.

* *

The West End Pottery Co. is showing a number of new specialties this season—among them being a line of salads in nearly twenty different treatments.

* *

Plain white, round edge and thick hotel ware, made in a vitreous body, continue to be features with the Mayer China Co., Beaver Falls, Pa. The underglaze treatments this season are more varied than heretofore. Jobbers have been ordering most liberally of all these lines.

* *

Joseph Davis, of the Smith-Phillips China Co., who is on his first swing around the Western territory, opened at the Seelbach Hotel, Louisville, Ky. during the past week.

* *

Frank I. Simmers has left for a Western trip in the interest of the Hall China Co. He will be out a month.

* *

Among the buyers in the district during the past week were Walter B. Elms, with Walter Leets, Los Angeles, Cal., and who after visiting the New York market will go to Europe; Mr. Watte, with Chicago

office Butler Bros; Mr. Renkin, with Boston Store, Chicago.

Trenton. Charles P. Lawshe, the ceramist of the Trent Tile Co., has succeeded in perfecting a crystal glaze which for years has been the despair of many plants. The company is making a special feature of this work in its exhibit at the meeting of the Mantel, Tile and Grate Dealers' Association in New York City this week. Many ceramists of high standing have asserted that crystal glazed tiles could not be made at a profit. "It is very true," said Mr. Lawshe, "that the loss in manufacture was so great until recently as to seem quite prohibitive; but the experiments were continued, and today it can be truly said that nine out of every ten tiles on which crystal glaze is used will come out of the kilns in a perfect condition."

* *

J. Walter Lyons, president of the Keystone Pottery Co., sailed Tuesday on the Hamburg-American liner "Cincinnati" for Genoa.

* *

Frederick A. Duggan, president of the Imperial Porcelain Co., sailed last Thursday for Bermuda on a brief vacation.

* *

Tuesday marked the opening of the thirteenth annual meeting of the American Ceramic Society in this city. Tuesday, Wednesday and Thursday were devoted to business, and the affair wound up on Thursday night with a banquet. A sightseeing trip through the city and surrounding country was scheduled for Friday.

AT CINCINNATI.

TRADE conditions here may be considered only fair. Salesmen who have been in the district during the past few weeks say that buyers are not in the market for large amounts, although some new goods are being purchased. However, general business conditions are not at all bad, and the outlook for a good spring business is considered cheerful.

Thomas Copperstone, with the Vodrey Pottery Co., East Liverpool, O., has been at the Gibson House for several days with the samples of this plant.

Robert Orr, manager of the Columbus office of Kinney & Levan, Cleveland, completed a successful trip through New York State and then started through the Southern Ohio district, reaching Cincinnati last week. From here he went to Lexington and Louisville, Ky.

L. C. Crain was registered at the Hotel Sinton with the lines of the Fostoria Glass Co. He was pleased with business throughout his territory so far this season.

Harry Thomas, representing the Tuska Japanese lines, was also at the Sinton.

W. B. Leazure is now working Southern Ohio for the McKee Glass Co., having been given some of the territory heretofore covered by W. L. Gaston. He went to Louisville from here.

Harry Clarke, showing the Robert Slimmon & Co. lines, was registered at the Gibson House last week.

IMPORTS AT NEW YORK.

Petaining to China, Crockery, Glass, etc., for week ending February 14, 1911.

ANTWERP

18	packages	toys	Strobel & Wilken Co

BREMEN

10	packages	glassware	L Straus & Sons
16	"	"	A Steinhardt & Bro
306	"	"	Miscellaneous Orders
21	"	chinaware	Strobel & Wilken Co
52	"	earthenware	Geo Borgfeldt & Co
9	"	"	Bawo & Dotter
35	"	"	L Straus & Sons
2	"	"	J Wygand & Co
27	"	"	Miscellaneous Orders
231	"	toys	Geo Borgfeldt & Co
29	"	"	F W Woolworth
7	"	"	F A O Schwartz
19	"	"	Samstag & Hilder Bros
183	"	"	Strobel & Wilken Co
199	"	"	Miscellaneous Orders

HAVRE

8	packages	chinaware	Wm Guerin & Co
14	"	"	Bawo & Dotter
9	"	"	L Straus & Sons
16	"	"	H R Churchill
8	"	"	J Pouyat Co
21	"	"	Miscellaneous Orders
33	"	glassware	E Utard
53	"	"	Miscellaneous Orders

LIVERPOOL

6	packages	earthenware	The Rowland & Marsellus Co
45	"	"	Maddock & Miller
7	"	"	L Straus & Sons
13	"	"	E Boote
9	"	"	Meakin & Ridgway
22	"	"	F W Woolworth
3	"	"	Geo Borgfeldt & Co
8	"	"	R Slimmon & Co
19	"	"	H C Edmiston
12	"	"	W S Pitcairn
11	"	"	George Hamilton
9	"	"	Miscellaneous Orders

FIUME

6	packages	glassware	J Palme
8	"	"	L Straus & Sons
7	"	"	Koscherak Bros
38	"	"	F W Woolworth

HAMBURG

16	packages	glassware	Strobel & Wilken Co
81	"	chinaware	" "
41	"	toys	" "

ROTTERDAM

160	packages	earthenware	Geo Borgfeldt & Co
35	"	"	L D Bloch & Co
10	"	"	F Bing & Co
21	"	"	Lazarus & Rosenfeld
61	"	"	Bawo & Dotter
22	"	"	Miscellaneous Orders
2	"	"	J Wygand & Co
32	"	glassware	Graham & Zenger
36	"	"	Miscellaneous Orders
28	"	toys	F A O Schwartz
14	"	"	R H Macy & Co
1	"	"	Miscellaneous Orders

LONDON

14	packages	toys	Geo Borgfeldt & Co

SOUTHAMPTON

8	packages	chinaware	L Straus & Sons
8	"	"	J H Venon
29	"	"	H Creange
10	"	"	L D Bloch & Co
9	"	"	C L Dwenger
20	"	"	Wm Guerin & Co
33	"	"	Miscellaneous Orders

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

23	packages	earthenware	Jones, McDuffee & Stratton Co
30	"	"	A W Chesterton
7	"	"	Richard Briggs & Co
46	"	"	American Express Co
10	"	"	Mitchell. Woodbury Co
4	"	"	Rowland & Marsellus Co
1	"	"	E Butler
99	"	"	Miscellaneous Orders

HAMBURG

45	packages	earthenware	Jones, McDuffee & Stratton Co
4	"	"	Bawo & Dotter
76	"	"	Geo Borgfeldt & Co
258	"	"	Natichal Despatch Co
4	"	"	Houghton & Dutton
7	"	"	Stone & Downer Co
17	"	"	American Express Co
9	"	"	W N Proctor & Co
27	"	"	C J Pierce & Co
35	"	"	L Wolf & Co
12	"	"	Patterson Wylde & Co
29	"	"	F W Woolworth
3	"	"	E A Runnells & Co
39	"	"	J B Moore & Co
28	"	"	Ocean ransit Co
2	"	"	R F Downing & Co
131	"	"	Miscellaneous Orders

OBITUARY.

EDWARD MERRITT, formerly of the old firm of Haviland, Merritt & Co., died at his home in Brooklyn, February 11, aged eighty-four. The deceased entered the china business in 1856 with his brother-in-law, the late Edwin Haviland, but withdrew in 1874 to organize the Amity Insurance Co. At the time of his death he was president of the Long Island Loan and Trust Co.

FIGURED BLANK MEN TAKE ACTION.

MANUFACTURERS who have been glutting the market with alleged cut glass are soon to receive the first serious check in their demoralizing policy, according to reports current in the trade. It is stated by cut glass men that the interests which control the figured blank industry are planning to send out an inspector whose duty will be to visit factories and stores and obtain samples that are sold as cut glass, but which are simply figured blanks that the wheel has touched only in spots.

The contract under which figured blanks are sold embodies a specific clause requiring that every mitre and figure must be cut. Notwithstanding this, however, some factories have neglected to cut even the big mitres, sending the goods out with only the scalloped edges and bottoms cut. While such items are technically cut glass, the offering of them to an innocent public as such is palpably a misrepresentation, and will inevitably discredit the product of every legitimate manufacturer of what the public refers to now as "genuine" cut glass.

The blank manufacturers will render the industry an invaluable service if they can accomplish the elimination of the covert deceit practiced in some quarters.



HARRY B. HOLLIS,

NEW ENGLAND SALES AGENT

CAMBRIDGE GLASS CO., Pressed and Blown Glassware.

THE BENZINGER CO., Brass and Copper Stationers' and Smokers' Articles.

JEFFERSON GLASS CO., Luceo Reflectors for Tungsten Lamps.

Also complete lines of Cut and Stone Engraved Glass and High-Grade Panel Mirrors.

OFFICE ALWAYS OPEN. TELEPHONE.

No. 157 Federal Street, Boston, Mass.

SPECIAL NOTICES.

The cost of advertisements under this heading is $1 for the first and fifty cents for each following insertion for each half inch of space (30 words). PAYABLE IN ADVANCE.

HELP WANTED.

SALESMAN for Missouri. Must be acquainted with the trade and know china lines. State sales, salary wanted and by whom employed last. Address Box 751, this office.

WANTED—First-class china and earthenware salesman by English importing house, to cover the Southern States. Address Box 750, this office.

SITUATIONS WANTED.

HAVE eleven years' experience as owner of housefurnishing business. Would accept position with reliable concern. Understand glass, china, bar glassware, housefurnishings, toys and frames. Speak English and German fluently. Expert at figures What can you offer? Address ALBERT SHINSKE, 131 Main St., Astoria, L. I.

TO LET.

TO LET, with immediate possession, entire fourth floor, 25 x 110, at No. 46 West Broadway. Finest location in city for china, glass or housefurnishing goods salesroom. Fixtures for sale. A rare chance. Immediate attention necessary. Apply to JANITOR on premises.

TO LEASE.

TO LEASE—FIRST AND SECOND LOFTS OF 44 BARCLAY STREET, NEW YORK. IN THE HEART OF THE CROCKERY TRADE. STEAM HEAT AND FREIGHT ELEVATOR SERVICE. TERMS REASONABLE TO RESPONSIBLE PARTY. APPLY TO P. J. KENEDY & SONS, LESSEES, 5 BARCLAY ST., NEW YORK.

THE LEIPZIG FAIR

for sample-depots and collections of samples of Porcelain and other Ceramic Goods, Glass, Metal, Leather, Wooden, Basket, Paper, Japanese and Chinese Goods, Dolls and Toys, Musical Instruments, Soaps, Perfumery, Fancy Goods, Household Utensils of all kinds, as well as similar goods of every description, begins on

MONDAY, MARCH 6th, 1911

and closes on

SATURDAY, MARCH 18th.

The main business, however, is confined to the first week. Lodgings for the duration of the Fair obtained through the Verkehrs-Verein, Handelshof, Naschmarkt, Laden 27 | 28.

The Leipzig City Council.

LEIPZIG, 14 January, 1911.

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CROCKERY AND GLASS JOURNAL

NEW YORK, FEB. 23, 1911.

THE CONDITION OF BUSINESS.

New York. The city is thronged with buyers—fully as many being in town as were ever here at one time. It is probable that at this writing not less than three hundred are in the market. There is a snap about business which has not been seen for three years, and buyers are taking more goods than at any time since 1907. It is also noticeable that in many cases they are distributing their favors and are buying in more places than usual, thus securing a greater variety. It would be a wise plan if more followed their example, instead of confining their purchases to a few establishments.

It a common complaint that men who are regular customers of certain houses, patronizing the travelers, do not call when in New York. Why they omit to do so is a mystery. It is not necessary that they should buy, but it would be a courtesy to call.

Most of the crockery warerooms were open on Washington's birthday—some for a part of the day, some all day—and in a few of them there was a crowd. It was a red-letter day for some of the larger establishments.

Buyers for the big department stores are not yet ordering on import. They are usually the last to come, and miss many good things, as the earlier purchasers of course get first choice and so secure control of desirable patterns.

The domestic potteries and glass factories are all doing a big business, shipments exceeding any year in their history. As a logical sequence the supply houses and dealers in raw materials have all the orders they can take care of.

The doll and toy business is so immense this year that the importers are pressed for salesmen to attend to the wants of customers

Decorated lamps are going much bettr than last year, and the houses making a specialty of these goods are very busy.

Cut glass is selling well, the lower grades being the most lively. But it must be an unprofitable business at the prices quoted.

Retail trade does not seem to be very lively, though the stores holding special sales have moved many goods.

The outlook is good for a big year. There is a cheerful feeling all over the country in every line of business.

Trenton. All the local potteries continue to run at capacity, and the demand for the better grades of goods is surprisingly large. The call for higher-priced dinnerware has been growing for several months, but only recently has the business for this class reached such proportions.

Larger shipments than ever in the history of a number of the plants here are being made.

East Liverpool and Vicinity.

While business conditions in this pottery district are considered fair, there could be an improvement in some offices. It is said by some that collections are anything but good, while others report just the reverse. On the whole, however, orders for white ware are said to be satisfactory, while the demand for the decorated lines is increasing.

Pittsburgh and Vicinity.

Not until this week did all the salesmen get out on the road. Those who have been making their territory are getting a fairly good business. The majority of the new lines are selling well. The demand for soda fountain goods is increasing. Light cut and etched patterns on blown and stemware lines are more popular than ever. The plants in this district are all in operation.

AT BOSTON.

BUSINESS suffered considerably last week owing to the variety of weather, which included everything from below zero to summer, with plenty of rain, sleet and snow. However, the wholesale trade reported an influx of mail orders that was particularly gratifying.

Maurice Caro, buyer for the Mitchell, Woodbury Co., hes been appointed cut glass buyer in addition to his other duties.

Mary Sotz, jeweler, Ware, Mass., is a petitioner in bankruptcy. Liabilities, over $1,500; assets, $517. Some of the former is for cut glass.

M. A. Lovell, United States (Glass Co.) Minister to the New England trade, has returned from his annual February visit.

C. N. Kenyon, of Barre, Vt., was here this week buying. Mr. Kenyon deals extensively in the better grades of china, and has a fine wareroom.

W. M. Pingree, manager of the Tajimi Co.'s headquarters, will hit the high spots in Massachusetts next week.

Harry B. Hollis has taken on the line of brushes made by Arthur W. Hahn, New York.

Miss Nelly Mulvany, the popular young lady at the Granville-Phillips headquarters, is recovering from a brief illness. Meanwhile Geo. A. is stenographer, bookkeeper, et al.

C. M. Acher, the Roseville jardiniere man, left to-day for a five weeks' trip through New York state.

H. J. Smith, representing Cox & Lafferty, will circle the local trade the last of February.

George W. Beals, the Quaker City Cut Glass Co.'s representative, sailed from New Orleans on the 15th for New York, where he will spend a couple of days before returning to Boston.

E. C. Farrington, glass buyer for the Shepard-Norwell Co., is building up quite a trade since the installing of this department. They also handle brass goods. Although not large, the lines embrace quality goods.

T. E. Stutson, with Louis Wolf & Co., says that business on their lines of dolls, toys and china is maintaining a good standard. This house is a big factor in the trade circles of New England.

Does Greater Boston, with a population of a million and a half, break up $50,000 worth of crockery and glassware every month, or $600,000 worth in the course of a year? Trade opinions vary on this problem, some concurring, others thinking it is less, while a few believe it is more. This averages about thirty cents' worth for every man, woman and child, on a five-to-a-family basis—$1.50 average breakage to a family. This average takes in barrooms, restaurants, cafes, lodge halls, and other places where crockery and glass are used. Without doubt the annual breakage surely approximates $600,000.

The Boston manager of a New York company's restaurant informs the writer that his glass and crockery damage is about $90 a month; another manager of a restaurant says $50, The lowest report secured was $9, which was from a small restaurant, up to $145 from one the biggest restaurants in the city. There are over seven hundred restaurants in Boston proper, and a few hundred more in Metropolitan Boston

From the hotel viewpoint the question is equally interesting. The wares in these are much more extensive and generally more expensive. The bills of some Boston hotels for goods aggregate from $400 to $5,000 per year. There are about one hundred hotels of all kinds, with the list of "best" ones totalling about thirty. The souvenir hunters seem to have shifted from pilfering silver in hotels to stealing glassware and crockery, particular favorites being cocktail, cordial and champagne glasses, and cups and saucers, especially if they bear the hotel's crest or name. This of course entails additional expense to the hotel.

In addition can be included the smashage at clubs, saloons and soda water fountains. Summing up conditions broadly, it is evident that the estimate of $600,000 for breakage is not too great for Metropolitan Boston, embracing an area of twenty miles from the State House, although the figures at a first glance seem overwhelming.

The New York Crockery and Glass District.

L. Straus & Sons are making a remarkable showing of French china this year, having gone far in advance of their previous productions both in the matter of designs and colorings. They show many striking patterns in elaborate treatments, and neat and dainty designs in the lower priced wares. One in an Old Sevres effect is particularly attractive, and there is s white and gold incrusted at a price so low as to seem impossible. The Schwarzburg china exhibit is remarkable in that it contains everything made in china, from fancy goods to dinnerware. Their lines of bronzes, marbles, etc., are the most complete they have ever carried.

Bawo & Dotter have brought out a new shape in "Elite" French china which they call the "Colorado." It is an elongated oval with a narrow flat surface on the upper part for decorating purposes. The lines are exceedingly graceful and quite unlike anything else in the market. It is a triumph to produce an oval different from anything heretofore modeled. They have also a new sugar and cream a little on the Egyptian order. The striking feature of the sugar is that the top is sunken. Both these shapes have attracted a great deal of attention. The decorations on the "Colorado" are in both gold and color and gold, with new patterns in floral and geometric designs. The fine body and glaze of the "Elite" china are well known, and these new things are but added laurels to their credit.

The "Emerald Deldare Ware" from the Buffalo Pottery shown by A. H. Ledden is proving to be a very rapid seller. The quaint decorations on this ware have to be seen to be thoroughly appreciated, as they are full of life and color and cannot be done justice to in a black and white reproduction. The concern's Blue Willow Ware is another favorite with buyers.

A new line of Baccarat vases, decorated after old Venetian designs in matt green and red enamel and gold, is the latest feature of the display of A. Gredelue. The Renaissance period is represented in the new goods, which have been the subject of much commendation since their installation. A new line of stemware with a very novel cutting also adds much to the appearance of the display.

It would have gone hard with the man who is responsible for the ground-hog tradition had he run across any of the many salesmen who spent the greater part of Monday waiting for buyers to put in an appearance.

E. Torlotting, agent for the St. Louis Crystal Glass Co., has opened up a number of new rock crystal stemware sample lines. The bowls are molded in a panel effect half way up, and above these are the new conventionalized floral decors in rock crystal cuttings. The shapes are good and offer a wide choice. A number of new flower holders, exquisitely shaped with decors in rock crystal cuttings, have also been added.

The great majority of buyers of portables, showers and fixtures now in the market are in seach of either cheap or moderately-priced goods. "Close-outs" are eagerly snapped up. There is a very good call for small portables than can be secured around the $3 figure.

The three new things attracting the most attention last week at the showrooms of Edward Boote were the samples of Cauldon china, the decorations on dinnerware from Wood & Sons, and the line of fine teapots from the factory of Gibson & Sons. Very few buyers who have been in have left without specifying some or all of the lines.

Julius Palme is showing a fine line of decorated glassware from the celebrated factory of Kossuch Janos, for which he is the exclusive agent in the United States and Canada. The line is one of the largest of its kind and offers a wide choice in decorations, shapes and items. An important feature to buyers who may not wish to place import orders is the fact that one of the best gold incrusted patterns on a

full table service is in stock ready for immediate shipment. This pattern and others are sold with exclusive local control, and the prices are such that even dealers in the smaller cities can handle them with a very good profit.

An entirely new line of gas and electric portables was received at the Goodwin & Kintz showroom last Saturday which excels in beauty of design and workmanship any previous offerings of this well-known firm. New and tasteful effects have been produced in the cast metal scroll shades over art glass, and the same is true of the standards. The firm has brought out a couple of portables without shades, as leaders, that are real bargains.

F. W. Jenkins & Co. have received this week some new samples in Colonial designs and have gone further back for suggestions than even those they brought out last year. The wisdom of reviving these old patterns is evidenced by the ready sale which the goods meet.

The manner in which buyers are securing china and glass suitable for souvenirs shows pretty well that the dealers at seaside and other summer resorts are expecting a good trade during the dog-days.

Robt. Slimmon & Co. have a remarkable line of teapots in Rockingham and jet, as well as in all-gold and all-silver. The latter have attracted a good deal of attention, as they are very ornamental on the table and can be used on the fire to make tea. Their new shapes from Wilkinson's and Bourne & Leigh have met with instant favor, and their line of dinnerware is very large. Their wareroom never was in better shape than it is now.

Andrew H. Hoag & Co. are now comfortably installed in their new headquarters at 251 West Nineteenth street, where they enjoy exceptional facilities in the way of displaying their new lines of lighting fixtures. The old headquarters at 46 West Broadway were found to be inadequate to handle their increasing business, and considerable confusion existed in having two factories. The plant is now centralized in the new location, and customers' wants can be very much more satisfactorily attended to than heretofore.

It is pretty hard just now to visit the new warerooms of Louis Wolf & Co. without meeting some enthusiastic buyer who is busy fixing up an order from the fancy china lines or dinnerware on display. The showing of china is replete with original and exclusive patterns, combination golds, etc., that, according to the firm, will do much toward making this a record season for them as far as sales are concerned. The new lines of domestic and imported glassware are larger than ever, and fully up to the standard maintained by the concern for years.

The removal of Ferdinand Bing & Co.'s Successors to 67 Irving place, near Eighteenth street, has placed them in fine condition to attend to their many customers. The new quarters are better in every way than the old, and far more suitable for the proper display of their beautiful lines. One of the rooms they have fitted up especially to show rich wares is worth a visit just to see how artistic goods can be displayed with an absence of the commercial aspect. There is nothing like it elsewhere in the trade. On another floor they show the biggest line of marble statuary they have ever had, and we question if there is such an aggregation under any other one roof in this country.

A large assortment of new domes has lately been placed on display at the showrooms of J. Morgan & Sons. The new goods show wonderful improvement in treatment, decoration and shape, and are principally composed of floral and scenic conceptions The floral designs are extremely natural, and the shadings are perfect; the conventional designs are clean cut, and show up very well on white and amber grounds. The firm's new catalogue is now in course of preparation, and the mailing list is being made up. Dealers can obtain copies by addressing the concern at 61 East Ninth street.

Bassett's letter writer calls attention to the circular sent out by the Merchants' Association relative to reciprocity with Canada, and gives figures which will command attention.

H. C. Kupper has certainly made a hit with Ahrenfeldt's lines of French china this year. While that factory has always produced original designs, and good ones at that, the line this season shows a decided advance. The white and gold plates have attracted more attention than ever, and as these wares require very careful selection, the well-known reputation of Ahrenfeldt in that direction stands him in good stead.

Wm. Guerin & Co. are making the handsomest display of French china this year that their celebrated Limoges factory has ever produced. A suprisingly large number of new dinnerware patterns have been brought out which combine strikingly original treatments and high artistic skill. The border decorations especially show great strength of character, and are extremely moderately priced for such meritorious productions. The line of service plates is a big feature in itself. The generous-sized eleven inch service plate was originated by the firm three years ago, and has met with immense success. On these are seen the efforts

of the best European artists, and the effects they have produced in raised paste gold, incrustations, tints in cream, ivory, pink, royal and cobalt blue, are simply marvellous. Every buyer of china, moderate or high priced, should view this display.

"Closed on Account of the Death of George Washington" was the sign on the door of the Crockery Exchange building on Wednesday.

The Mosfern Co., of this city, specialists in preserved ferns, Japanese air plants, and various grasses, are in receipt of new importations of samples right along. Their various combinations of brass shells hung by chains containing assortments of the preserved plants are very handsome in appearance, and are enjoying a big demand at this time.

HOE PORCELAINS SOLD.

THE disposal of the art collection of the late Robert Hoe, which had been looked forward to by collectors for a long time, took place last week at the American Art Galleries.

A Chinese jar of the K'ang-hsi period brought $440. This was a tall jar of brilliant blue with decorations of flowers and leafy scrolls with a tiger lily motive. Three blue and white ovoid jars with caps, of the same period, went for $345. N. W. Voorhis paid $284 for a pear-shaped bottle, $180 for a spherical bottle with a cylindrical neck, and $100 for a bottle-shaped vase. Arthur Hoe, who made a number of purchases, bought among other things a bottle-shaped hawthorn vase, made in the reign of Che'eng-hua, for $180.

A pair of large lions on pedestals of the early Ming period, hard paste enameled with green and yellow glazes, brought $2,150; a lot of blue and white porcelains $3,250, and another lot of blue and white garniture, two beakers, and three oviform jars of the K'ang-hsi period, $1,850.

A pair of porcelain kylins mounted as candelabra fetched $450, and $360 was paid for a large celadon vase of pellucid green carved in low relief. Another pair of kylins of the K'ang-hsi period went for $1,350, and two pairs of large lions on pedestals for $1,050 and $1,700 respectively. A blue-and-white K'ang-hsi hawthorn ginger jar went to A. Haviland for $975.

Glaenzer & Co. paid $850 for a pair of large porcelain lions, while O. G. Smith paid $2,620 for a set of garniture, two beakers and three oviform jars with hat shaped covers, K'ang-hsi period.

A pair of K'ang hsi cloisonne enamel beakers sold for $1,240. Among other high prices of the afternoon was that paid by S. P. Avery for the large vase made in the reign of K'ang-hsi and doubtless copied from a Ming original, for which he paid $1,025. Other prices were $825 for a ewer and $1,240 for a pair of beakers fourteen inches high.

For a jade vase seven inches high and seven and a half inches in diameter $3,600 was paid. The jade is of the green variety, approaching the hue of spinach. Its ornamentation is undercut relief carving and pierced work in such form and arrangement that its beauty is best revealed when a light is placed within. The carving pictures mountains and figures in a well-recognized Chinese motive. The vase goes to enrich a Western musem through the generosity of T. B. Walker, of Minneapolis.

AT ST. LOUIS.

THE veteran glass salesman, Chas. G. Cassel, showed the Grecian and other attractive lines of A. H. Heisey & Co. at the Southern this week, after which he departed for Springfield, Ill., and St. Paul.

W. H. Duval, of Bryce Bros. Mt. Pleasant, Pa., exhibited that institution's lines this week at the Southern.

Harry Keffer, of the Warner-Keffer China Co., East Liverpool, was a Mound City visitor during the past week.

Alfred Jahn, of Hering & Jahn, Philadelphia, was quartered at the Southern with his line this week.

Geo. Schaefering, buyer for the Enterprise China and Glass Co. of this city, has been on the sick list for the last ten days.

C. H. Parshall, local salesman for the Ohio and Sebring China companies, booked some good orders last week, notwithstanding his indisposition due to a broken arm. Parshall is an old-timer and knows how to land 'em.

Frank Krenning, of the Westermann China Co., has returned from a business trip to Chicago, New York and East Liverpool.

W. W. Helm of Chicago was in town recently with the Seneca Glass Co.'s line and others, doing a fair business.

The J. D. Bergen Co. of Meriden, Conn., have secured a site on Delmar avenue to establish a cut glass plant in this city.

"Quig" Hamilton, of the Tarentum Glass Co., and Pat. E. Brady, of the Monongah Glass Co., showed their respective lines at the Southern last week.

The American Gold Co., whose line is shown in the Granite Building by C. C. Mayer, announced a big cut this week on their solid gold and silver-plated and gold-lined china.

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

Published Every Thursday

BY

WHITTEMORE & JAQUES, Inc.,

92 West Broadway, New York.

EDITORIAL ROOMS, TEL. 5092 BARCLAY.

MECHANICAL DEPT., TEL. 5086 BARCLAY.

SUBSCRIPTION RATES, INVARIABLY IN ADVANCE:

United States	$2.00
Canada	3.00
All other foreign countries in the postal union	4.50
Single copies	.10

In remitting subscriptions please send Postal Money Order.

Make all checks and drafts payable to Whittemore & Jaques, Inc. Out-of-town checks should bear the words "With New York Exchange"

Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, FEB. 23, 1911.

NEW YORK'S COMMERCE THREATENED.

THE seeming unwillingness of the authorities to build piers to accommodate the new steamers now in process of construction is inexplicable. The owners of the big ocean liners are urging New York to extend the piers one hundred feet in order that they may continue to dock here; but the objection is made that such extension will clog the river. This seems ridiculous. The existing channel opposite the Chelsea piers is much wider than that of any other of the principal ports of the world. If the pier line upon each side be extended 100 feet the fairway remaining will be 2,650 feet between pier heads. The free width of the Mersey at Liverpool is 2,000 to 2,400 feet: the length between piers at Antwerp is 2,000 feet; of the Thames at Tilbury docks, 1,600 feet; of the Elbe at Hamburg, 1,200 feet; the Meuse at Rotterdam, 1,200 feet; the Thames at London docks, 600 feet. The extension therefore necessary to provide due accommodations for the largest ships at New York will still leave the harbor the most commodious of the principal ports of the worked.

The Pennsylvania railroad has acquired territory at Montauk Point, Long Island, and is building docks there which will accommodate these big vessels. It may be feasible for freight to be landed there; but passenger traffic is another thing. Montauk Point would be several hours nearer Europe, but the inconvenience of getting there would more than offset the shortened journey.

Boston is making a bid for the business, and already has one dock that will take a longer ship than any yet built or contemplated. Others can soon be built if necessary. It is claimed that one whole day may be saved by voyagers to Europe if they sail from Boston. Westerners can reach Boston nearly as quickly as they can get to New York. Gothamites can go to Boston now in five hours and forty minutes and it is promised that this time will be reduced to five hours flat. This being accomplished, the time from Boston to England will be fully twenty-four hours less than from New York.

The crockery trade is one of the big revenue producers of the country, standing eighth in amount, and more than one half of all the crockery imports of the whole United States comes into this port. If the crockery merchants of New York are interested at all, it is time they took a hand in what is going on. Get together, gentlemen, and use your influence to keep the commerce here.

PERSONAL.

THE death of Edward Merritt, chronicled last week, brought to Geo. F. Mackey a flood of remembrances. Mr. Mackey was with Haviland & Merritt for about six years, and when the firm retired from business closed up its affairs. At the termination of his connection Mr. Merritt wrote a very complimentary letter recommending Mackey, who on the strength of it obtained a position with Ovington Bros. in Brooklyn. He was with that concern for a year and then went with Chas. Ahrenfeldt & Sons, where he remained for twenty-two years.

"Jack" Wilson, known to his intimate friends as "Big Jack, the Bronco Buster," because of his horsemanship, has recently become associated with the Geo. H. Bowman Co. He will make Chicago his headquarters and travel over the Northwest.

F. Porter, of Winnipeg, who is here placing import orders, says that there is a steady, good trade in his section, growing rapidly as population increases. Like all others from the Far Northwest, he feels that there is a great future for that part of Canada.

H. H. McBride rounded out his nineteenth year with the United States Glass Co. February 16. The company will celebrate its twentieth anniversary July 1; so he is one of the originals.



Frank Fleischman, buyer for I. Freimuth, Duluth, has had hard luck the last two visits he has made to place import orders. Last year he had a felon on his

thumb, and this year a cold which would have sent most men to bed.

H. K. Smith, formerly with the Sebring (O.) Pottery, has taken a position as manager of the Oriental Co.'s store at Alliance, O.

O. Phillips, china and glass buyer for McCreery & Co., Pittsburgh, made several hurried calls in the District last week to fill in certain empty spots in his stock. He will be back again in about two weeks to finish up.

H. D. Wintringer, president of the Steubenville (O.) Pottery Co., paid a flying visit to the District last week to confer with his New York agent, Edw. B. Dickinson.

R. D. Ross, Calais, Me., who was in New York last week placing import orders, said he was looking forward to excellent business this season.

John Vodrey, of the Vodrey Pottery Co., East Liverpool, spent a few days in New York last week. He is not a frequent visitor to this city, and is therefore all the more welcomed.

Louis Hinrichs, European buyer for L. Straus & Sons, sailed for Europe on the Mauretania, leaving February 22.

H. J. Knatz, with Gimbel Bros., Philadelphia, sailed for Europe February 22 on the Mauretania.

E.E . Wilgus, with the Buffalo Pottery, who has been busy attending to his trade here, is scheduled to leave Friday on his western trip. He will take in various points en route to Chicago, where he expects to open the latter part of March at the Palmer House.

A. Abrams has severed his connection with the French China Co., and is scheduled to depart for Savannah the latter part of this week in the interests of C. B. & J. Warner. He expects to spend about three months rounding up the Southern trade.

R. W. Fiske, with the Consolidated Lamp and Glass Co., left Boston on Saturday to work the big towns of Maine, after which he is scheduled to tackle New Hamphire.

C. W. Roder, an old-time merchant of Newark, who has been on the retired list for several years, has again engaged in business there. The fact that he desires to prepare a good berth for his two sons is responsible for his return to the ranks of Newark's merchants.

W. O. Coleman, president of the Burley & Tyrrell Co., Chicago, was in the District last week on one of his periodical visits.

D. R. Marshall, New York agent for the Tarentum Glass Co., showed at the Quincy House, Boston, all this week. He will put in another week in New England before returning to the District.

Among the passengers by the "George Washington," sailing on Saturday, will be Theodore Jones and John Connelly, foreign buyers for the Jones, McDuffee & Stratton Co., Boston.

John A. Boyle, Brooklyn, was in the District during the past week making purchases. He has recently engaged in business for himself and is operating quite a fair-sized cut glass factory.

G. S. Murphy, of the Murphy Dry Goods Co., Sherman, Texas, was in on his usual trip this week. His favorite topic of conversation—the size of his State—was thoroughly discussed in the various ware rooms he visited.

C. M. Beach, New Milford, Conn., was busy this week selecting goods for his establishment, which enjoys the patronage of the elite there.

D. F Richardson, buyer for the Burley & Tyrrell Co., Chicago, arrived in New York Monday morning to place import orders. Mr. Richardson is one of the best posted china buyers coming to market, and knows good things when he sees them.

A. Breton, with the Curran Dry Goods Co., Waterbury, Conn., who is among the visitors to the District this week, reports every factory working in his home town.

L. D. Merrick, Berlin, Ont., J. L. Bradshaw, Stratford, Ont., and J. E. Gray, Chatham, Ont., were down this week on a buying trip. The first two departed Saturday on their annual European tours, while Mr. Gray returned to Canada after completing his purchases.

L. Martin, of Woodhull & Martin, Elizabeth, N. J., was in the District this week and reports that since the installation of their new china and glass department the firm have been gradually adding to the size

of their stock, and the business they are receiving is very encouraging.

⚜

Miss Kelly, who buys for MacDougall & Southwick, Seattle, was in the District this week. Besides having a pleasing personality she is a thorough business woman, and knows the crockery trade better than a good many who buy in this market.

⚜

Frank R. Martin, with the Cowell & Hubbard Co., Cleveland, arrived in town Wednesday morning.

⚜

A. H. Sharp, who represents the Fostoria Glass Co. and the Buffalo Pottery, dropped into New York this week just to shake hands with some of his trade.

⚜

C. S. Ellis, who travels for the Geo. H. Bowman Co. from Pittsburgh, arrived at the New York office Tuesday morning.

⚜

M. G. Bryce, manager of the commercial department of the United States Glass Co., arrived at the New York office Wednesday for a brief stay.

⚜

O. L. Sutherland, Fred W. Sinclair and F. O. Shattuck, Geo. F. Bassett & Co.'s big traveling trio, will remain at headquarters through the import season to meet their trade.

⚜

J. A. Bennett has taken a position as city salesman for Abels & Co.

⚜

Thomas and George Loveless, of the London (Ont.) Crockery Co., are here on their annual trip.

⚜

W. Kenner, of Seattle, Wash., is making his usual visits in the trade. He is a great believer in the "Seattle spirit," the slogan of that rapidly-growing city.

⚜

E. A. Ernst and S. E. Price were having lots of fun in the District this week with an empty ink bottle and a piece of black tin. They would accidentally upset the bottle, the tin disk looking like a large blot of ink. Everybody was deceived by it.

⚜

The Claflin Syndicate's buyers were here in force, as may be seen by the following: M. J. Donoghue, representing Lord & Gage, Reading, Pa; W. Booth Stanton, Stewart & Co., Baltimore; J. H. Imbus, G. W. McAlpin & Co., Cincinnati; L. M. Freeland, J. B. White & Co., Augusta, Ga; Fred Day, Montgomery Fair, Montgomery, Ala; F. W. Ramp, J. Bacon & Sons, Louisville; J. N. Lynch, Stewart D. G. Co., Louisville; F. S. Knadler, Root D. G. Co., Terre Haute; J. H. O. Hahn and F. H. Munro, Lion D. G. Co., Toledo; Miss Kelly, MacDougall & Southwick Co., Seattle; John J. West, Powers Merc. Co., Minneapolis; O. H. Phillips, McCreery & Co, Pittsburgh Mr. Baxter, Hennessy Co., Butte, Mont.

⚜

T. H. Garvin, Jr., of Winternight & Garvin manufacturers' agents, Philadelphia, spent Tuesday at the headquarters of J. Morgan & Sons, for whose fixtures he has the agency in his city.

IN TOWN.

Abbreviations—c, crockery; g, glass: hf, housefurnishings; l, lamps; t, toys; s, silverware.

THE following buyers have reported in town since our last issue:

G L Ralph, with Anderson, Newcomb & Co, hf, Huntington, W Va. 70 Franklin.

A N Horr, with Anderson Bros Co, hf, Portsmouth, O. 114 Fifth avenue.

B W Montjoy, with L S Ayres & Co, hf, Indianapolis. 31 Union square.

R W Blanchard, with Jones, Post & Co, hf, Kansas City, Mo. 43 Leonard.

F Kohn, with H Straus & Sons Co, c, hf, Louisville, Ky. 315 Fourth avenue.

J Jardine, with Smith & Murray, hf, c, t, Springfield, Mass. 55 White.

M Suchard, with The Famous, hf, St Louis. 4 Washington place.

W T Giles, with Loveman, Joseph & Loeb, c, g, Birmingham, Ala. 31 Union square.

J H Snarr, with Spokane (Wash) D G Co, c, g. 260 Broadway.

Samuel M Wilkes, of S M & E H Wilkes & Co, Laurens, S C.

A Selby, with Taft & Pennoyer, c, g, Oakland, Cal. Knickerbocker.

R N Caird, with the Sweeney Co, hf, c, Buffalo. 75 Spring.

C J Norris, with O T Johnson Co, hf, Galesburg, Ill. New Grand.

J Erion, Jr, with Pelletier Co, hf, t, Sioux City, Ia. 45 East 17th street.

L Arnstein, with F Schuster Co, c, g, t, Milwaukee. 114 Fifth avenue.

C H Reiling, with Elder & Johnson, hf, c, Dayton, O. 2 Walker.

W O Day, with Miller & Rhoads, hf, c, t, Richmond, Va. 320 Church street.

I J Rively, t, and J E Miller, hf, with W F Gable & Co, Altoona, Pa. 2 Walker street.

J J Henry, with J L Hudson Co, hf, t, Detroit. 209 Fourth avenue.

D F Richardson, with Burley & Tyrrell Co, c, g, Chicago.

W P Briggs, with Sibley, Lindsay & Curr Co, c, g, Rochester. 454 Broome street.

Mr Weichel, with Panton & White Co, hf, Duluth, Minn. 45 East 17th street.

Miss M. E. Plogeman, with Kinnane Bros, Sullivan Co, Springfield, O. Navarre.

W D McCaghey, with F T Thomas & Co, c, g, Quebec

Wm H Anderson, with Hunter-Tuppen Co, c, hf, Syracuse. 221 Fourth avenue.

J L Kesner, with Siegel-Cooper Co, t, Chicago. Sixth avenue and 20th street.

B L Weaver, with Linn & Scruggs D G Co, hf, Decatur, Ill. 31 Union square.

F S Knadler, with Root D G Co, c. g, Terre Haute, Ind. 214 Church.

H E Claus, with Duffee-McInnerney Co, t, hf, c, Rochester. 45 E 17th.

T H Merriam, with Dayton D G Co, t, Minneapolis. 100 Fifth avenue.

E D Stauffer, with The May Co, s, t, Cleveland. 4 Washington place.

J Orlebecke, with H C Prange Co, hf, Sheboygan, Wis. 45 East 17th.

C E Johnston, with G M McKelvey & Co, hf, c, Youngstown, O. 320 Church.

G Bagnetto, with Dwyer Bros Co, hf, t, New Orleans. 43 Leonard.

E D Bartholomew, c, hf, O F Dietsch, and T C Bunch, s. with Wm Hengerer, Co, Buffalo. 214 Church.

L J Wagner, t, and J A Armstrong, c, g, with J N Adam & Co, Buffalo. 214 Church.

T C Lorenzen, with J C Gerber Co, c. Memphis. Navarre.

N J English, with Heyman Co, c, g, Grand Rapids, Mich.

Mr Willauer, with Wm Laubach & Son, c, g, Easton, Pa.

R V Smith, with J B White & Co, t, Augusta, Ga. 214 Church.

G G Todd, with Emery D G Co, hf, Danville, Ill. 320 Church.

C L Patterson, with Carson, Pirie, Scott & Co, c, Chicago. 115 Worth.

J A Belmeur, with Manheimer Bros, s. St Paul. 320 Church.

W H Congar, with People's Store Co, c, hf, Tacoma, Wash. 214 Church.

W F Halliwell, with C T Sherer Co, c, g, Worcester, Mass. New Grand.

W W Dodge, with J G Meyers Co, hf, s, Albany. 31 Union square.

A J Scheuer, of Scheuer Bros, Co, hf t, Sandusky, O. Imperial.

A C Hislop, with Porteous, Mitchell & Braun, hf, Portland, Me. 55 White.

A A Breton, with Curran D G Co, c, Waterbury, Conn. Herald square.

J G Ansbach, with W F Gable & Co, Altoona, Pa. Latham.

Mr Boyd, with Webb Freyschlag Co, c, g, Kansas City, Mo. Empire,

O Jaeger, wito Bonita Art Co, c, g, Wheeling, W Va. Grand.

J J West, with Powers Merc Co, c, g, Minneapolis. 214 Church.

C N Greaza, with Field, Schlick & Co, c, g, St Paul. 31 Union square.

W K Cotterell, with C K Whitner & Co, c, g, Reading, Pa. Navarre.

C H Beidelman, with Graves Co, hf, Rochester, N Y Park avenue.

J Yeager, of L H Yeager & Co, c, g, Allentown, Pa. Imperial.

R J Bour, c, g, Canton, O. Herald sqeare.

Geo V Millar, of Millar & Co, c, g, Scranton, Pa. St Denis.

E A Rood, with Foster, Stevens & Co. c. Grand Rapids. Latham.

F J Keffer, with Kline, Eppinheimer Co, Reading, Pa. Imperial.

J H Miller, of J H Miller, Co, Huntington, W Va. Herald square.

W F Newburg, with F M Kirby Co, c, g, Wilkesbarre Knickerbocker.

C Smith, with Brown, Thomas Co, c, g, Hartford, Conn. 2 Walker.

E N Sawin, J M Dean Co, c, g, Providence. Murray Hill.

A H Riker, with Robt Fraser, c, g, Utica, N Y.

H Lowenger, with M Seller & Co, c, g, Portland, Ore.

PEDESTALS NOT SCULPTURES.

THE United States Board of General Appraisers decided February 20 that alabaster and marble pedestals were not products of sculpture in the strict sense of the word but were manufactured articles, and therefore not entitled to the lower duty placed on sculptures.

The decision of the board, by defining "sculptures," removed all possible future protest on articles which might be classified under the heading by importers. "Pedestals are not sculptures," said General Appraiser Waite, in whose opinion the whole board concurred, "because they are not the representation of human or animal forms and because they are not the professional production of a sculptor only."

The opinion expressed by the board, that sculptures should be representations of human or animal forms, gives customs inspectors a concise definition that will make their work of classification much easier.

The Board of Appraisers rendered its decision in overruling a protest made by Lazarus, Rosenfeld & Lehman, who said that the classification of pedestals as manufactured products was not equitable. The duty on such articles was 50 per cent ad valorem, and they asked that pedestals be classified as coming within the tariff provision for "sculptures," which are dutiable at only 15 per cent of their value.

Thousands of alabaster and marble pedestals are imported from Europe annually to be sold to purchasers of statuettes, busts and other sculptures.

"HE'S JUST LUCKY."

DON'T you believe it. The fellow that you think is "just lucky" is just a hustler. His "luck" came from being on the job and being wideawake and putting a lot of ambition into his work. Let no man sit back and imagine that luck is against him. My dear boy, good luck is ready for you just as soon as you make yourself ready for it. Keep that big aim of yours well in sight and hammer away every day, fitting yourself to arrive there. When you do "arrive" the other fellow may say, "He's just lucky." But you'll know.

MAKING A SALE.

GROUPED together in the office of one of the largest of Chicago's china and glass jobbing houses recently, a number of salesmen were discussing experiences on the road and exchanging views upon what most contributes to the traveler's success, when one of them wound up a recital by asking:

"What is it that really sells goods?"

To which the youngest readily responded: "Salesmen!"



CORNER OF WM. COLEMAN'S STORE, DEER LODGE, MONTANA.

Then came the long list of bromides about "perseverance, convincing manner, patience, earnestness," and other sterling qualities. But the discussion went back to:

"What is it that causes a dealer to buy a large order of goods from one man and nothing from another?

To which the man with the new suit and the purple silk four-in-hand tie softly murmurred: "Classy appearance!

"Well, I was new enough to think that once myself" responded the druggists' supply salesman. But I don't think so any more. That is, I don't bank very heavily on it now. One of the biggest bills of goods I ever sold was because my good looks were disfigured by the discoloration of an otherwise perfectly good eye.

"There was a man over at Louisville with whom I had made no headway after six months of regular calls. He always seemed kind of lofty in his manner, as if he wouldn't concede a point in a thousand years.

"One day when I dropped in on him for my regular visit he seemed to take no interest in either my talk or my samples until he noticed that the knuckles on my right hand were a little bruised, and then he courteously inquired how I had injured myself, to which I unthinkingly responded that I had been a trifle careless in exercising with the gloves; and I naturally thought that explanation would end the matter.

"But—say! That old fellow's listless manner was gone in a minute. Dropping the samples, he pushed me into a room back of his store, and my eyes bulged when I found it completedly fitted out for gym work. Then the old man shucked his coat and brought forth boxing gloves. I wasn't very keen for a go with him. Figuring him as a tyro at the game, I heard

that in a mixup he'd lose his temper and start rough milling. These amateur bouts usually have wiid finishes. But he was eager for action, and it took just a minute after we started to see that he knew the game all right. Though we got going pretty rough, I was a bit cautsous not to smash him so hard as to break up a sale.

"After sparring for wind between jabs we got at it again lively. Then the old man took a swing at me and landed on my eye. Stars sailed around me for a minute, and then with my blood up I let fly and landed him on for a fall. Say—I regretted that swat. But only for a minute. He eame up gamely, and when he saw my swelling optie he was tickled to death. Seems he'd just tried out a pet punch of his on me, and because he had landed to good effect he was simply delighted.

"As we washed up he made me promise to go it again with him on my next trip. Incidentally he gave me the first of a string of large orders.

"Funny, isn't it, what does sell goods?"

FIGURING THE COST.

N aecurate record of expense must be kept to correctly price goods to cover the cost of doing business and upon which to add net profits.

Include rent of all property used in the business, or if owned by you, consider an amount equal to what it would cost if rented from others.

Include amounts to cover salaries of proprietors, partners, officers or members of their families employed in the business, equal to what their services would command elsewhere, if not already on your payroll.

Include all taxes, licenses and insurance.

Include all money expended in advertising, and for entertainment of customers in promoting trade.

Include all expenses for express, telephone and telegraph where not specially added to invoice price of the purchase or charged to customer.

Include all bills for office supplies, postage, stationery, ink, pens, pencils.

Include all bills for wrapping paper, twine, boxes, crating, brooms, etc.

Figure in all expenses of livery, drayage, etc., where hired of others.

Horses and wagons, if owned by you; figure all expenses of their upkeep.

Repairs should include all amounts paid to keep buildings in order if not figured in rent; also repairs on fixtures and equipment.

Include a proper deduction from last inventory of fixtures, tools and other personal property subject to decline in value because of wear and tear. Also charge depreciation on goods carried over which cannot be sold at full or regular prices.

Include amounts allowed customers for damages, or any cause whatever.

Include money or goods donated by the business to charity or public enterprises.

Include notes and accounts which are uncollectable; also amounts paid attorneys for collections, and goods lost or stolen or sent out and not charged.

Include all expenses not provided for above.

To ascertain the exact per cent. of expense to add to goods in pricing, divide the delivered cost of all goods sold during twelve months, or any stated period, by the total expense for that period, found by including all of the above. The result, if a true expense account has been kept, will be what it has cost to sell each dollar's worth of those goods. The same amount added to the delivered cost of goods henceforth will cover selling expense, so long as the conditions are unchanged.

Never figure cost of doing business on the gross sales.

AT CHICAGO.

WHILE the volume of business in crockery and glassware does not run into the imposing aggregates credited to other merchandise, still Chicago is a strong leader in the distribution of these essentials of the home. Two of the largest jobbing houses in the country are located in this city, of which one is among the oldest in the United States. Jobbing houses here carry larger open stocks than similar houses of any city in the country, and they are unique in that they handle no side lines. All of their energies are directed to the distribution of imported and domestic crockery and glass. Some of these houses are direct impor. rs and keep their own resident buyers in the prod cing centers of Europe, and have constantly on display stocks large enough to fit out an ordinary store or department at any time on short notice.

* *

Though some firms alk of an uneventful, regular movement in the packing glass lines, A. S. Adams, of the A. S. Adams & Brothers glass jobbing house, says that he never in his life had a better trade than last week, when he moved about ten carloads of packing glass. This he attributes to simply noting that the trade needed a slightly different shaped package, and when he had his factory promptly turn it out they grabbed it readily.

J. J. Jacline, glass and crockery buyer for the Rothschilds department store, will visit New York toward the end of the month to buy chinaware. Miss E. M. Brennan, the assistant buyer, began with the firm as a wee mite of a cash girl, and has been promoted from one position to another up to her present responsible place.

IMPORTS AT NEW YORK.

Petaining to China, Crockery, Glass, etc., for week ending February 21, 1911.

ANTWERP

327	packages	glassware	B Gunthel
80	"	"	L Straus & Sons
5	"	"	Graham & Zenger
2	"	"	C J Dierckx
8	"	"	Fensterer & Ruhe
24	"	"	A Berger & Co
1,035	"	"	Miscellaneous Orders
46	"	earthenware	L Straus & Sons
38	"	"	G F Bassett & Co
38	"	"	Bawo & Dotter
12	"	"	L D Bloch & Co
1	"	"	Frank & DeKeyser
36	"	"	Miscellaneous Orders
381	"	chinaware	Theodore Haviland & Co
67	"	"	Vogt & Dose
25	"	"	Miscellaneous Orders

BREMEN

89	packages	glassware	L Straus & Sons
103	"	"	Eimer & Amend
15	"	"	A Steinhardt & Bro
404	"	"	Miscellaneous Orders
8	"	chinaware	C E Wheelock & Co
98	"	earthenware	Geo Borgfeldt & Co
44	"	"	Karl Hutter
82	"	"	Knauth, Nachod & Kuhne
3	"	"	Bawo & Dotter
100	"	"	Miscellaneous Orders
362	"	toys	Geo Borgfeldt & Co
16	"	"	F A O Schwartz
303	"	"	F W Woolworth
22	"	"	Bawo & Dotter
41	"	"	Samstag & Hilder Bros
371	"	"	Miscellaneous Orders

SOUTHAMPTON

20	packages	chinaware	A G Moment
37	"	"	Herman C Kupper
19	"	"	J H Venon
22	"	"	Wm Guerin & Co
11	"	"	L D Bloch & Co
34	"	"	Miscellaneous Orders

FIUME

2	packages	glassware	J Palme
93	"	"	L Straus & Sons
18	"	"	Koscherak Bros
36	"	"	F W Woolworth

LIVERPOOL

8	packages	earthenware	The Rowland & Marsellus Co
5	"	"	Lazarus & Rosenfeld
16	"	"	Maddock & Miller
9	"	"	J Wygand & Co
5	"	"	H C Edmiston
13	"	"	Meakin & Ridgway
20	"	"	G F Bassett & Co
25	"	"	F W Woolworth
1	"	"	W H Plummer
17	"	"	Fondeville & Van Iderstine
12	"	"	George Hamilton
4	"	"	Ed Butler
17	"	"	E Boote
26	"	"	Geo Borgfeldt & Co
27	"	"	Miscellaneous Orders
10	"	chinaware	C E Wheelock & Co

HAMBURG

62	packages	glassware	Fenesterer & Ruhe
5	"	"	Frank & DeKeyser
35	"	"	Lazarus & Rosenfeld
102	"	"	Eimer & Amend
26	"	"	J H Venon
11	"	"	N Wapler
16	"	"	F Bing & Co
102	"	"	Kmy-Scheerer Co
28	"	"	W R Noe & Sons
147	"	"	L Straus & Sons
2	"	"	Frank & DeKeyser
472	"	"	Miscellaneous Orders
6	"	earthenware	Herman C Kupper
25	"	"	Samstag & Hilder Bros
1	"	"	C L Dwenger
39	"	"	L D Bloch & Co
18	"	"	J Palme
4	"	"	J Wygand & Co
2	"	"	Frank & DeKeyser
101	"	"	Miscellaneous Orders
67	"	chinaware	Bawo & Dotter
326	"	"	C E Wheelock & Co
58	"	toys	B Illfelder & Co
242	"	"	Miscellaneous Orders

BORDEAUX

15	packages	chinaware	Wm Guerin & Co
165	"	"	Haviland & Co
5	"	"	Fondeville & Van Iderstine
14	"	"	Bawo & Dotter
16	"	"	A G Moment
23	"	"	Herman C Kupper
77	"	"	J Pouyat Co
33	"	"	Miscellaneons Orders

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

45	packages	earthenware	Jones, McDuffee & Stratton Co
4	"	"	Rowland & Marsellus Co
17	"	"	Richard Briggs & Co
40	"	"	Mitchell, Woodbury Co
8	"	"	Houghton & Dutton
34	"	"	F W Woolworth
7	"	"	E Boote

ANTWERP

60	packages	earthenware	Jones, McDuffee & Stratton Co
5	"	"	R F Downing & Co
2	"	"	Bawo & Dotter
3	"	"	Mitchell Woodbury & Co
20	"	"	Miscellaneous Orders

HAMBURG

14	packages	earthenware	Jones, McDuffee & Stratton Co
36	"	"	L Wolf & Co
21	"	"	Patterson Wylde & Co
3	"	"	Bawo & Dotter
4	"	"	Lazarus & Rosenfeld
19	"	"	F W Woolworth
1	"	"	W N Proctor & Co
14	"	"	R F Downing & Co
244	"	"	National Despatch Co
32	"	"	Geo Borgfeldt & Co
52	"	"	Ocean Transit Co
23	"	"	J B Moore & Co
36	"	"	American Express Co
11	"	"	Stone & Downer Co
37	"	"	F Behrend & Co
27	"	"	Miscellaneous Orders

CANTON

27	packages	earthenware	Jones, McDuffee & Stratton Co
18	"	"	Miscellaneous Orders



East Liverpool and Vicinity.

In the rooms of the Potters' Club a number of manufacturing potters of this district recently had a conference with John L. Harper, of Niagara Falls, N Y., the inventor of an electric kiln, and when certain changes and modifications are completed will take up the proposition in concrete form. The pottery manufacturers will welcome any proposition that will burn ware successfully and cheaper than the present method. The gas companies have the trade by the throat, and every year a tighter grip is being secured. As long as they have no opposition the price of gas will continue to soar.

* *

The straw shed of the Potters' Co-Operative Co., in whlch about twenty cars of straw were stored, was destroyed by fire on the night of Feb. 16. The loss is placed at about $3,000, partially covered by insurance.

* *

"This is the best dinner ware season we have ever experienced, our sales going far ahead of any season we ever had," says J. W. Irwin, treasurer of the Edwin M. Knowles China Co. There is no denying the fact that the offerings of the concern this year are superior to all previous efforts, and the demand for the open stock lines is increasing.

* *

The Harker Pottery Co., which recently purchased the plant of the National China Co., has been making needed repairs and it will be but a short time now until the company will be operating it to capacity

* *

The demand for underglaze semi-vitreous hotel ware with the Hall China Co. is beyond their expectations. The first sample lines were shown early in January and since then orders have been received from all parts of the country. This week the firm announce that from now on complete stocks of all decorated patterns will be kept on hand, which will insure the shipment of orders the same date they are received. Border patterns are popular with some of the jobbers, while others are ordering very liberally of the color line effects. This firm is the only one in the district making a line of underglaze semi-vitreous hotel ware.

* *

Among the buyers here during the past week were Mr. Erion, with Pelletier & Co., Sioux City, Iowa, and B. Warshawsky, with the Twelfth Street Store, Chicago.

* *

B. C. Simms, of the Thompson Pottery Co., is confined to his home as a result of receiving an injury while working about the plant a few days ago. His condition is gradually improving, and he is expected to be at his desk within a short while.

* *

Edwin M. Knowles, vice-president of the Knowles, Taylor & Knowles Co., is spending a brief season in Florida.

* *

Orders continue very satisfactory with the Smith-Phillips China Co., and the clay departments are working as full as ever. There does not appear to be any let-up in the demand for the new decorations on the "Princess" dinner shape, and more jobbers are now carrying this line in open stock than ever before. Several new treatments are in contemplation. Joseph Davis has completed a trip through the Western States and will leave at once for Eastern territory.

* *

H. K. Connor, Eastern salesman for the Trenle China Co., has started on a nine weeks' trip.

* *

In order to ascertain the exact cost of decorating a line of dinnerware the manager of the decorating shop gives the gilders and liners so much gold, this being weighed before the decorator receives it, and the latter then advises the management just how many pieces of ware have been treated from the amount of gold he has received.

* *

Cecil E. Taylor, who is working in the East with the lines of the Taylor, Smith & Taylor Co., is meeting with marked success, and good busines is being booked from his territory. William C. Lynch is also in the East, and doing well. Mr. Jackson is in the

Western territory with a complete line, and is doing a nice business. All departments of the plant are working full time.

Trenton.

A talk with Frank H. Hutchins, vice-president of the N. B O. P., resulted in some interesting information concerning a trade that employs six thousand or more Trentonians. Of this large number of operatives fully one third are women and girls. The men are pretty well organized, but efforts to organize the women have usually failed. There are upwards of fifty potteries in this city, and the title of the "Staffordshire of America" is still ours by right. A gratifying development of recent years is found in the improved relations between employers and employes. Under the leadership of cool-headed men the operatives have been trained to proceed in orderly, peaceful fashion for the assertion of their rights, and it has been found that quite as much can thus be accomplished as in the days when there was a tendency to fight it out with the bosses. Another notable change that has come about is the reform of certain habits which used to be in vogue in the pottery districts. In former years there was much drinking of strong beverages both during and after working hours; but this practice is far less common at present. While the potters formerly took a recess every morning for lunch in convenient barrooms, nowadays the milkmen do a land office business with pints and quarts left in bottles for the men's consumption. Taken altogether, conditions are much in advance of those which prevailed here ten to fifteen years ago.

* *

Owing to the very large increase in its Pacific coast trade the Maddock Pottery Co. is about to establish a branch office in San Francisco.

* *

The new owners of the Bellmark Pottery Co. have organized by electing Col. Frederick Gilkyson president, Lloyd Rockhill vice president, John Maddock treasurer, and B. O. Tilden secretary. The plant will be greatly improved and the manufacturing facilities considerably increased.

* *

The body of John Hola, a seven-year old boy who had been missing for nearly a week, was found in the reservoir used by the Anchor Pottery in the rear of their plant last Saturday.

* *

Benjamin F. A. Walton, secretary of the Interstate Pottery Co., almost had to postpone his wedding to Miss Edna T. Gruesser last Wednesday because his best man was detained by a prolonged session of the United States Grand Jury at the State House. The ceremony was originally scheduled to take place at four o'clock, and at 5:30 there was still no sign of him. A short time later, however, a telephone message conveyed the cause of the delay and a substitute was selected. Mr. and Mrs. Walton are spending their honeymoon in the South.

Sebring, O.

The exclusive announcement of the intention of Fred Sebring to erect a nine-kiln pottery here this spring was made in the JOURNAL several weeks ago Plans have now been completed and construction will be started in March, or as soon as weather will permit. This plant will be located just east by south of the factory of the Oliver China Co. It will cost about $75,000 to $100,000, and probably 200 people will be employed. Mr. Sebring is now in charge of the Limoges Pottery Co.

* *

Report is current that E. H. Sebring, who with O. H. Sebring has successfully operated the French China Co.'s plant, will retire from its active management and become identified with the Oliver China Co. It is said that Mr. Sebring has disposed of a one fourth interest in the French to Bert Sebring, a son of Oliver Sebring. George Sebring, who has been at the head of the Oliver China Co., will sell, it is said, his interests in the pottery to E. H. Sebring. The former is in Florida, where it is reported he will locate permanently and become active in the selling of Florida real estate. E. H. Sebring is now in Daytona, Fla., where he will remain until probably early in April.

OBITUARY.

JOSETH HOPKINS, president of the Hopkins-Mansfield Co., Baltimore, Md., was stricken with paralysis while at service in Emmanuel Episcopal Church in that city on Sunday and died the next day. He was seventy-three years old. Mr. Hopkins had been in the china and cut glass business half a century, and was well known in New York mercantile circles.

Harry Walker, a retired Trenton potter, fifty-two years of age, committed suicide at the home of his daughter in that city Wednesday, Feb. 15. Walker was said to be despondent over the loss of a sum of money which he dropped recently while on his way to a bank.

SOUTH AFRICAN CHINA CLAY.

A BUSINESS man of Johnannesburg, who has acquired an interest in a large deposit of china clay in South Africa, is desirous of finding a market for it in the United States, and to this end invites correspondence from importers of the article or from pottery concerns having use for a good quality of china clay. Further information may be obtained by addressing Fils 6214 Bureau of Manufactures, Department of Commerce and Labor, Washington, D. C.

Around the Glass and Lamp Factories.

Pittsburgh and Vicinity.

The annual meeting of the National Association of Manufacturers of Pressed and Blown Glassware will be held in the offices of the association in this city March 14. There is not likely to be any change in the present list of officers. The lease on the offices occupied for so many years will terminate April 1, and after that date this association will combine its office space with that of the American Association of Flint and Lime Glass Manufacturers.

Walter B. Lindsay, the well-known salesman for the Duncan & Miller Co., Washington, Pa., has been unable to start on the road this season owing to illness. Since the close of the exposition at the Ft. Pitt Hotel he has been confined to his apartment in this city, and his condition at present writing is not of the best.

"Uncle" William Patterson, the oldest glass salesman now in harness, and who is in charge of the sales department of the Star City Glass Co., has recovered from a two weeks' illness and will start over his territory within a few days. He is now at the factory arranging his sample lines.

Thomas R. Crock, of the Jefferson Giass Co., is making a trip through New York and Canada, traveling out of the Pittsburgh office.

Jobbers report a falling off in the chimney trade in this district.

The opening of Factory "O" of the United States Glass Co. at Glassport last Saturday was an event of interest, both to the company s employes and the residents of Glassport. The general offices "knocked off" work at noon, and the entire commercial force of the company at Pittsburgh boarded two special cars on the Pittsburgh and Lake Erie railroad for a trip tc the plant. The afternoon was devoted to a general inspection of the new property, and in the evening there was a social and dance in the spacious warehouse. Admittance was by invitation only. Several hundred people attended, and the affair was very pleasant. This factory will be under the management of S. A. Bryce.

The plan of the New Method Art Glass Co. to open a chain of probably fifty retail stores throughout the country is considered one of the best selling efforts put forth by manufacturers. The first store in this chain was recently opened in Pittsburgh and placed in charge of H. E. Jones, for many years in charge of the lighting goods department of the Reneke-Wilson Co. Over seventy different treatments in small shades are shown. It is planned to open a retail store in every large city in the country, and to show complete lines of shades, domes, portables and electroliers.

Harry B. Whitney, the well-known salesman of the Phoenix Glass Co , is also representing the Ripley Glass Co. in connection with the Phoenix lines, and is covering a territory from Albany, N. Y., to Omaha and from Milwaukee to St. Louis. The full line of the Ripley goods is being carried by Mr. Whitney, a joint display being made of the product of both concerns.

Dr. Thomas T. McNish has been elected first vice-president of the United States Glass Co., vice R. J. Stoney, deceased.

Among the buyers in the district during the past week were George Buxton, Chester, W. Va.; Gowan-Kent Co , Winnipeg and Toronto, Canada; Walter Elms, with Arthur Letts & Co., Los Angeles, Cal.; Mr. Wilson, with Robinson & Co., Winnipeg, Canada.

A nice business has been placed with several glass factories in this district during the past fortnight for goods for special sales. These orders call for early delivery, and are wanted to aid in moving other stocks. While the plain table patterns are moving actively, there has been a marked tendency to buy the figured cut patterns as well.

The Pittsburgh Lamp, Brass and Glass Co. are doing an excellent business on portables and shades at present, the jobbers being especially interested in

the company's new lines this season. All the plants of this concern are working.

The United States Glass Co. has issued a supplement to catalogue No. 108, devoted to deep etched patterns, and a new edition of No. 114, which shows soda fountain and confectioners' goods exclusiveiy.

Robert Johnson has returned from a very successful trip through the East for the Rochester Cut Glass Co. Every frame in this plant is working full time.

LAMPS IN NOVA SCOTIA.

THROUGHOUT the Province of Nova Scotia there is still a considerable demand for lamps. In more populated districts electricity is generally used for lighting, but many city households maintain lamps for emergency purposes. In nearly all the farmhouses the oil lamp is the only means of illumination, and indications are that it will be for some time to come.

Sales are effected by the local dealers by attractive window displays and by traveling salesmen covering the Province. The cheaper glass stand lamps are made by Canadian firms, but the American manufacturers monopolize the trade in brass and fancy lamps, few of which are imported from Europe.

Local requirements do not call for lamps with different features than those used for the same purpose in the United States. Due to the long distance which the goods must travel, care of course must be given these fragile articles. American firms manufacturing lamps having in view a saving in consumption of fuel, a more powerful light, and other economical qnalifications, would undoubtedly find it profitable to endeavor to extend their trade to this district.

BUSINESS BRIEFS.

J. Finkelstein has opened a twenty-five cent department store at Bellfonte, Pa.

* *

L. W. Levy & Co. have moved from 580 Broadway to larger quarters at 6 West 22d street, this city.

* *

J. McGrory opened a five and ten cent store last Saturday at 150th street and Westchester avenue, this city.

* *

The Japanese Bazaar, Broadway and 27th street, is conducting a "closing out" sale, preparatory to vacating the premises.

* *

At the annual meeting of the Plume & Atwood Co., held in Waterbury, Conn., February 14, J. Booth Burroughs was elected president, R. H. Swaze vice president, F. M. Millban secretary, and J. H. Hurlbut treasurer and general manager.

* *

The National Department Stores Co., Manhattan, has been incorporated with a capital of $200,000. M. A. Freedman, New York, M. A. Lewis and May Stoddard, Brooklyn, are the incorporators.

* *

An American consulate in the Far East wants catalogues of pressed, blown and cut glass from American manufacturers. Direct information can be obtained by addressing File No. 6325, Bureau of Manufactures, Washington, D. C.

* *

The F. E. Nelson Co has been incorporated in Vermont with a capital of $100,000 to conduct a chain of five and ten cent stores in New Hampshire and Vermont. W. F. Nelson, who has conducted a ten cent store at Rutland, Vt., is behind the new enterprise.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

TO	Shipments week end'g Feb. 4,'11	Corresponding period 1910	Exports Jan. 1 to Feb. 4,'11	Corresponding period 1910
Boston	201	193	827	731
New York	329	125	1285	809
Baltimore	127	525	803	1641
Philadelphia	....	111	416	676
New Orleans	45	28	170	128
Newport News	....	....	4	55
San Francisco	....	....	18	...
Portland (Me.)	32	5	299	323
Galveston	6	....	323	86
Portland (Or.)	....	....	....	....
Inland Points	122	....	209	140
Total	862	987	4354	4589

From the Freight and Shipping Circular of John Edwards & Co. Liverpool.

TO	Shipments week end'g Feb 4,'11	Corresponding period 1910	Exports Jan. 1 to Feb. 4,'11	Corresponding period 1910
New York	316	112	1178	760
Boston	201	84	722	515
Philadelphia	3	111	455	538
Baltimore	127	525	803	1643
San Francisco	....	....	18	....
New Orleans	45	28	170	72
Portland (Me.)	....	....	184	123
Galveston	6	....	323	86
Newport News	....	....	4	55
Portland (Or.)	....	....	....	....
Inland Points	....	....	87	213
Total	698	860	3944	4005

THE mule got a bad reputation by kicking, although it is a useful and reliable animal in other particulars.

GOLD MEDALS FOR SALE?

Roseville, Ohio, Feb. 18, 1911.

Editor Crockery and Glass Journal.

Dear Sir—We have just received the enclosed letter, and it would seem that gold medals in the International Exhibition are very cheap. The writer thought perhaps this letter would be interesting to other manufacturers, as we certainly cannot all get a gold medal, should we decide to put up the $150.

Yours very truly,
The J. W. McCoy Pottery Co.

INTERNATIONAL EXHIBITION OF PARIS.
"PALAIS D'ORLEANS" APRIL-MAY 1911

5552 Drexel Ave., Chicago,
February 12, 1911.

Gentlemen—As commissioner representing the International Exhibition to be held in Paris during the months of April and May of 1911, I extend to you an invitation to participate in the same by exhibition of your products.

I assume that you appreciate the advantages of an award as an advertising medium for you, and knowing of your capability I am prepared to accept your representation at the following basis:

You stand none of the risk, and the cost of participation, including the charges for space, installation, showcase if necessary, representation, etc., under no circumstances will exceed one hundred and fifty dollars ($150) which sum will be payable only in case of a gold medal being awarded to you. If the above prize is not awarded to you, $25 will represent the total amount being due to me.

Should this proposition meet with your approval, kindly advise me by return mail, informing me of the nature of your products and the approximate space that you will require, in order that I may make all necessary arrangements.

Yours very truly
Adolph Fest.

AMERICAN CERAMIC SOCIETY'S BANQUET.

THE annual meeting of the American Ceramic Society, held at Trenton, N. J., last week, wound up with a banquet on Thursday night, at which Edward C. Stover, of the Trenton Potteries Co., acted as toastmaster.

Mayor Walter Maden in a short address welcomed the members to the city, and President Weelans responded.

William Burgess, in a talk on "Broken China," referred to the progress of the society since its organization, and predicted for it a bright future.

Ernest Mayers, of Columbus, O., one of the earlier presidents of the organization, related many interesting incidents.

A. S. Watts, of Zanesville, O., delivered an address on "Impressions from Abroad," claiming that American clay is as good, or better, than the best that is used in foreign countries.

A. N. Bleininger, of the University of Illinois, discussed "The Rising Generation in the Clay World."

Joseph Keale, of the Canadian Geological Survey, spoke on "Our Big Neighbor in the North."

Prof. R. C. Purdy, of Columbus, O., took for his subject "The Advantages of Full Membership."

On behalf of the new members John Note gave a short talk.

Prof. Edward Orton, Jr., of the Ohio State University, traced the success of the organization to the fact that it was founded on brotherly co-operation.

SPEEDING 'ER UP.

THERE was a cow on the track. The drummer who had been cutting cards for the cigars beckoned to the porter.

"Boy, is that cow still on the track?"

"Yaas, sah."

"How fast is the train moving?"

"'Bout fo' miles an houah while de cow am on de track."

"And how fast is the cow moving?"

"'Bout five mile an houah, sah."

"Well, here is a quarter. Take a few yards of rope up to the engineer and tell him to hitch the train to the cow. We might make better time."

F. W. JENKINS & CO.,

42 Park Place, New York.

AVENIR LIMOGES CHINA.

Among the new samples for 1911 are several Old Chinese hand-enameled dinner ware decorations at moderate cost. If you are looking for "something different," interesting and practical.

— ALSO —

FOR IMMEDIATE DELIVERY.

SAMPLE SALE.

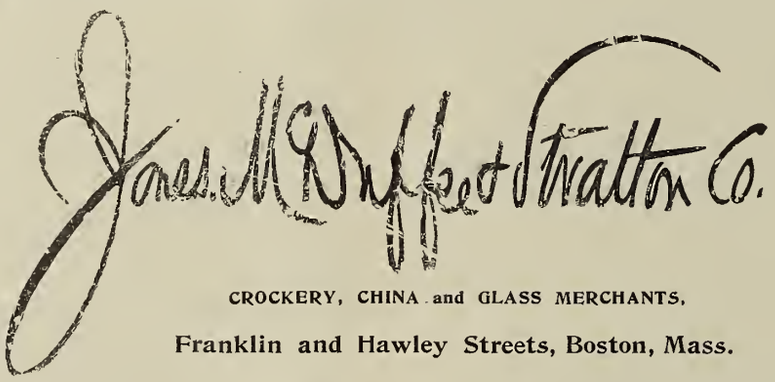
Preparatory to removal, are being closed out the samples of yesterday and five open stock dinner ware patterns.

F. W. JENKINS & CO., 42 PARK PLACE.

IMPORT SAMPLES.

BRITISH, FRENCH, GERMAN and AUSTRIAN WARES are now assembled and classified in our warerooms, ready for the inspection of buyers. They comprise the newest examples of the potter's and glassmaker's art, from the inexpensive through the middle values up to the costly specimens.

A trip to Boston will enable you to see, *under one roof,* the best things from the fountain head of foreign crockery, china and glass.



CROCKERY, CHINA and GLASS MERCHANTS,

Franklin and Hawley Streets, Boston, Mass.

N. B.—Buyers interested in our active stock patterns may see them at the office of *JAMES P. GORDON, 25 West Broadway, New York.*

We will add that we have been forced to enlarge our bin rooms, which now comprise **9491**, enabling our customers to obtain prompt shipments of matchings of stock patterns.

TRADE TIPS.

ENTERPRISE, ALA.—The Lasseter Hardware Co., formerly of Edison, Ga., has opened a store here and will handle domestic pottery.

Ft. Wayne, Ind.—It is possible that H. Pfeiffer & Son Co. who will open a wholesale and retail hardware business here, will carry glass and pottery.

Okemah, Okla.—W. N. Barry is at the head of a new company just organized here which will carry housefurnishings.

Baltimore, Md.—Frank Guildener, 1108 Light street, is just starting and will carry housefurnishings

Rusk, Tex.—E. L. Summers seeks catalogues of domestic pottery, glassware and housefurnishings.

Bridport, Vt.—Wheeler & Grandey will open a store here early in March and wants housefurnishings and pottery catalogues.

Huntington, W. Va.—The Groves-Terry Hardware Co., capital $10,000, want catalogues of housefurnishings.

Burr, Neb.—William Genzlinger has opened a furniture house here and will carry housefurnishings, and possibly glass and pottery. Catalogues of housefurnishings wanted.

Smith Creek, Mich.—F. P. Wilson & Sons Co. incorporated with $75,000, will handle domestic pottery, glassware and housefurnishings.

Ridgefarm, Ill.—Rafferty & Henthorne have bought out Teague & Co., and will handle pottery and glassware.

Mirable, Mo.—W. J. Andes has sold his business to J. Morgan, who will continue to handle pottery and glassware.

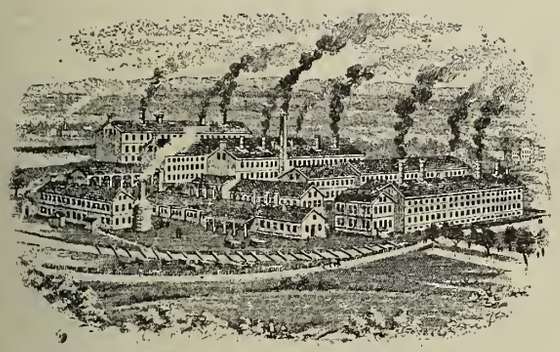
Stebling, Neb.—Rosenfelt & Curtis have bought the business of D. J. Catchpole and will handle domestic pottery and glassware, catalogues of which are sought.

Canton, Minn.—E. T. Soland has opened a new store. Pottery and glassware may be added to the stock.

Pittsburgh,—The Pennsylvania Hardware Co. will open at 6103-5 Penn avenue. Housefurnishings will be handled and possibly pottery and glass.

Gollad, Tex.—Jasper Shaper seeks catalogues on domestic pottery and glassware.

Withee, Wis.—The Withee Lumber & Fuel Co



BASSETT CHINA FACTORY.

AGENTS FOR
BURGESS & LEIGH
PEARL POTTERY CO } ENGLAND.
JAMES KENT.

BASSETT CHINA AUSTRIA.

A. & D. CHINA FRANCE.
J. B. TOUZE & CO. "

GEO. F. BASSETT & CO.
IMPORTERS OF
DINNER WARE,
52 & 54 Park Place.

New York. Feb. 23, 1911.

Dear Sir:

Everybody seems to be stirred up and on the tiptoe of excitement, and the President of the United States is hobnobbing with the leaders of the Opposition Party, and his own party is fighting against him, so that they are mixing things up—all on account of the Reciprocity Treaty with Canada.

The Merchants' Association of New York, we are informed, recently sent out 2,000 inquiries to different parties as to their opinion "for" or "against," and they have already received 890 replies, of which 885 are in favor of it. This shows that the people are getting things into shape, so as to have their own way in regard to Tariff matters, just as we wrote you some time ago; and this same kind of voting proposition, if sent out to all the people who are handling Bassett Stock Patterns, whether the English ones or the Bassett China, would probably meet with 885 in the affirmative out of a possible 890.

All the people that take an interest in anything in our line of business look on Bassett Stock Patterns about like the country is looking on the question of reciprocity, and they are voting in favor of these stock patterns that come from the Dinnerware House of America.

Yours truly,

Geo. F. Bassett & Co.

will handle glassware, housefurnishings and domestic pottery.

Shulsburg, Wis.—Christover & Palmer are a new firm here and will handle housefurnishings and possibly domestic pottery.

Dexter, Mo.—Miller, Ulen & Carter Hardware Co., capital $15,000, will carry housefurnishings, and possibly pottery will be added.

Clark, S. D.—Skidmore Bros. have bought out B. A. Tibbetts and will carry glassware and pottery.

Libby, Mont.—Fleek & Fleek will handle housefurnishings, pottery and glassware.

Cove City, Ky.—Duke & Ferris have succeeded C. Y. White & Co., and will handle housefurnishings, glassware and pottery.

Columbia, La.—The Columbia Hardware and Furniture Co., which suffered loss by fire, will continue handling enameled ware, housefurnishings, pottery and glassware. Catalogues wanted.

Anoka, Minn.—Dell Cummings will open a variety store in the Odd Fellows Building.

Frazee, Minn.—Thomas Glander will open a variety store at an early date and will handle pottery, glass and housefurnishings.

A RETAILER can do business and get along for awhile without his trade paper just as well as he can by firing his clerks and attending to business alone.

SPECIAL NOTICES.

The cost of advertisements under this heading is $1 for the first and fifty cents for each following insertion for each half inch of space (30 words). PAYABLE IN ADVANCE.

SITUATIONS WANTED.

HAVE eleven years' experience as owner of housefurnishing business. Would accept position with reliable concern. Understand glass, china, bar glassware, housefurnishings, toys and frames. Speak English and German fluently. Expert at figures What can you offer? Address ALBERT SHINSKE, 131 Main St., Astoria, L. I.

SALESMAN DESIRES POSITION—I have fifteen years' experience as road salesman and foreign buyer in English earthenware, German china and glass, Knew foreign markets thoroughly, and speak English and German. Address Box 752, this office.

TO LET.

TO LET, with immediate possession, entire fourth floor, 25 x 110, at No. 46 West Broadway. Finest location in city for china, glass or housefurnishing goods salesroom. Fixtures for sale. A rare chance. Immediate attention necessary. Apply to JANITOR on premises.

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CROCKERY AND GLASS JOURNAL

NEW YORK, MARCH 2, 1911.

THE CONDITION OF BUSINESS.

New York. Buying goes on in a very satisfactory manner, although many of the larger jobbers have finished and departed. The week ending Feb. 25th saw the apex of the jobbing trade. There were as many, if not more, representatives of the wholesalers in the market last week as at any time during the past three years. From now on may be expected the department store buyers and the retailers. What the season will eventually amount to depends largely upon their purchases. A careful canvass of the market up to date shows that the wholesalers have taken perhaps ten per cent more goods than they did in 1910, and as that year showed an increase over the year before, little complaint can be made about the amount of sales thus far. Should the department stores and retailers buy as well as or better than they did last year the season of 1911 will prove the best since 1907. But as there is always a question as to what the departmtnt store buyers will do, and as the tendency of these of late has been to curtail their buying, it is not safe to make a prediction as to the result.

In the past few years the five and ten cent stores and mail order houses have been coming so prominently to the fore that the marketing of low-priced goods is now done through these agencies rather than the department stores. So active are the former that except for the larger items, such as 16-inch and 18-inch platters and covered dishes, one can buy a complete dinner set at an average price of ten cents per piece. Buying in detail this way makes the dinner set more expensive than to buy it outright at regular rates. So there are advantages as well as disadvantages in the ten cent trade.

The sale of German staples has been large. Fancy goods, on account of conditions for the last two or three seasons, have gone more slowly; but, for all that, the importers of German goods have done a reasonably good business.

English earthenware has sold a little better than last year. The heavy orders were placed in the fall, but the re-orders show a good demand, and as buyers have asked for immediate shipments the indications are that stocks are low. High grade English china, while moving fairly well, is not selling as freely as last year at this time.

French goods are begining to move more freely. Some heavy orders have been booked, and, taken in the aggregate, the business is considerably larger than last year up to this time.

Lamps are rather quiet. The wholesalers purchased freely of the jobbing lines, and it is not yet time for retailers to place their orders.

Cut glass is rather erratic. Manufacturers of high grade goods in some instances report a heavy trade, while others complain of dullness. The cheaper

goods are in fair demand, athough there are occasional cutters who complain. Prices seems to move goods; but those who sell at the ridiculously low rates are not even exchanging one dollar for another.

Pressed and blown glass is still in active demand. The season opened propitiously, and almost without a lull is keeping right on.

Retail trade has received a little impetus because of special sales, but regular trade is only normal.

Trenton. The end of February finds a very favorable increase in sales over the business done last month. The capacity of nearly every plant in the city has been taxed to its limit, and the manufacturers are preparing for a still larger output.

Pittsburgh and Vicinity. Glass manufacturers report the demand for staple lines very good, and that light cut ware is moving better than earlier in the season. There is not an idle plant in this territory. Prices on some of the lines are becoming more firm, with the result of increased buying.

East Liverpool and Vicinity. While some pottery manufacturers in the upper Ohio Valley could handle more business, they also say they are busier now than during the same season in 1910. Orders could have been better during February, but that month and August are always considered the two dullest of the year. However, March started off very well, and mails during the first part of the week were encouraging.

AT PITTSBURGH.

THERE is no denying the fact that local jobbing houses are doing a heavier business in imported and domestic ceramics this year than since 1907. The country trade is coming into market in a manner that is surprising. While orders are not being placed sparingly, at the same time dealers are uot overloading themselves.

Now that the import samples are displayed at the local showrooms of Bawo & Dotter at 615 Liberty aveuue, the exhibit presents a very attractive appearance. Frank Zoellig has rearranged the entire display, more tables have been added, and the exhibit as it stands today is the most attractive the firm has ever made in Pittsburgh. While the china and fancy goods lines form the major portion of the display, the housefurnishings and dolls are of especial interest.

F. S. Craine, of the Fostoria Glass Co., was in the district last week completing a Western territory trip.

"All the buying appears to be done in the afternoon," declared Thomas Neely, of the Boggs & Buhl stores, "but even at that our sales are going ahead of last February. In the morning, about all we get done is to arrange our stocks." Local weather conditions have been greatly against an early morning business in all the large stores.

At the Pittsburgh office of Kinney & Levan in the Century building the spacious sample room has been finally "arranged." Last week the large lighting goods display was completed, and E. J. Myer placed in charge. The display of "showers" is very attractive. The cut glass display is a show in itself, its chief feature being that all these lines are made at the K. & L. factories. The new import china lines have been received, while the display of domestic goods is the most extensive in Pittsburgh.

AT ST. LOUIS.

A DEAL was consummated here last week whereby the holdings of the Wm. Barr Dry Goods Co. were merged with the May Department Stores Co., known as "The Famous."

During the past ten days local buying has been rather tame—due to the absence of many buyers who are now quartered in New York and other Eastern points. Among the St. Louisans in New York during the past week were Al. Schaper, of Schaper Bros. Merc. Co.; A. Schuchat of "The Famous;" Miss C Strassheim, buyer of cut glass for the J. E. Buettner Furniture and Carpet Co., and B. Baker, of Barr's glass and china department.

C. H. Parshall, local salesman, left this week for Kansas City, Omaha and Denver.

At the Southern Hotel last Sunday were H. C. Jenkins, of the D. C. Jenkins Glass Co., Kokomo, Ind.; F. B. Lawrence, with the Fostoria Glass Co., Moundsville; E. C. Roberts and W. C. Hughes, representing S. A. Weller, Zanesville, O.

The new glass-cutting firm of Bergen & Co., composed of J. D. and W. T. Bergen, the former being at one time the head of the firm of J. D. Bergen & Co., Meriden, Conn., and the latter a salesman, is now established at 4716-18 Delmar avenue, St. Louis, and is ready for business.

The New York Crockery and Glass District.

One of the English china lines added to the high-class display made by Bawo & Dotter is the big array of Copeland ware. From the wealth of old treasures made by this factory the "Italian Blue" (Spode period) has been brought out again this year. The decor is in a beautiful flow cobalt on a variety of quaint shapes.

The Strobel & Wilken Co.'s advertisement this week is very clever in conception. They "cover" the best factories and "handle" many lines. A glance at their advertisement will show what these lines are.

The Schierholz goods shown by Herman C. Kupper are among the most artistic which come to this market. The modelings rank with the highest of sculptures, while the shapes and colorings are exquisite. Dealers who handle high grade pottery miss an opportunity if they do not have samples of these wares to exhibit.

The office of Stewart & Crocker was closed Thursday on account of the death of W. A. Crocker.

On the question of the trade moving uptown, Wm. M. Oddie, with the Geo. H. Bowman Co., said that his house was perfectly satisfied to remain in the District. He said that this year their business had just about trebled, and that was good enough for them.

C. B. & J. Warner are showing a new pattern in cut glass, called the "Niagara," which is so popularly priced that it has been having very good success since its introduction. The line is cut in floral patterns, and looks to be very good value.

Haviland & Co. will soon begin to tear down the buildings now on 9-15 East 36th street and 10 East 37th street preparatory to the erection of a twelve-story edifice. At first only fifty feet on 39th street and twenty-five feet on 37th street will be covered, as there are leases on the rest of the property they have acquired. They are deluged with applications for space, but of course are not in a position as yet to arrange for tenants. They will, however, at the proper time consider applications from representatives of high grade glass and kindred lines, but will not take china firms. Fox & Co., real estate agents, are handling the business concerning the new building.

An entirely new line of "shower" fixtures fitted with "Modern Stained Glass" was received this week at the showrooms of John Morgan & Sons from their factory in Brooklyn. W. J. Peterson, the inventor of the glass, who is also factory superintendent, has spared no effort to secure snappy designs, and believes that the new goods are equal to any lighting glassware to be found in the District. The recent addition of shower lights, domes, small portables, etc., make a visit to the warerooms very interesting

The Plume & Atwood Mfg. Co. are showing a very strong four-armed ten-inch ring for use on gas and electric fixtures, at an interesting figure. Manufacturers who completely equip their fixtures would do well to visit the local showroom.

Robert Slimmon & Co. have a selection of patterns in dinnerware totally unlike designs seen elsewhere, both as regards shape and decorations. Each of their dinnerware factories has an individuality of its own, and yet the three lines harmonize. The "Oriflamme" ware is the newest thing on the market in English earthenware, the brilliant colorings attracting much attention. Their line of teapots is very extensive, as they have added many new patterns and shapes this year.

The new Pouyat dinnerware patterns shown in the Park place display rooms embrace some of the classiest border decorations to be seen in the District. Many neat effects have been produced with borders in color and gold bands under a black line, Grecian key, or other conventional border. The new samples are especially strong in narrow gold incrustations, for which there is an increasing demand. These narrow borders are also carried out in the less expensive pro-

cess of the black line border over a gold band. Similar decors are shown on chocolate and guest sets, which include a tray to match. The company reports a surprising increase in the demand for these latter sets since the handsome trays were added to the displays.

An item in a recent issue stating that A. R. Marryatt was showing three special assortments from the Warwick China Co. should have read "from the Warner-Keffer China Co.," for which Mr. Marryatt is New York agent.

The American Art Glass Co. have recently brought out a number of newly-designed domes that are attracting much attention. They employ their own artists to create new and original combinations, and do all the work on the premises where their showrooms are located.

Buyers in search of all-brass burners that have a reputation behind them would do well to visit the offices of the Manhattan Brass Co. The business of the company on burners has been increasing greatly every year, due to the fact that the standard of quality has been maintained. Unless an innovation has been tried out and found to be O. K. in every respect it is not employed. Many styles of burners are made by the company, all of solid brass and of known endurance.

Five new numbers in easels have been added to the line of Abels & Co. The principal one is a large, quarter-inch brass affair, made for either plate or bowl. A new process in tin-plating is being used on many of the old styles which adds greatly to their appearance.

The line of moderate-priced portables shown by George N. Blust, manager of the local office of the Pittsburgh Lamp, Brass and Glass Co. has been augmented by the arrival of a number of library, parlor and dining room portables in new treatments. Many of these fixtures are made up with shades having the frosting on the outside, and when lighted have an extremely pretty effect.

"No, we have no intention of moving," said Frank P. Abbot on Wednesday in reply to a query as to whether Porcelaines G. D. A. were about to move uptown. "Why should we do so? We occupy one of the best stores in the city, perfectly adapted to our needs and fitted for the purposes of our business and at a very satisfactory rent. I am sorry to see the trade scattering to different parts of the city—not so much for my own sake as for the convenience of our customers, who have in the past found it a great saving of time to be able to visit one store after another without delay, as all were within a comparatively small radius. Although some notable changes are taking place, I still believe that for many years to come this section will be the headquarters for the pottery and glass trade, and after forty years on this one block our customers know where to find us without the help of a guide. When we decide to move, if that should ever come, we will give you ample notice."

The Phoenix Glass Co. has added some features to its decorated lighting glass this year that foreshadow unusual success. One of these is produced by outlining the floral decors on glass lamps with a fine line of pure white enamel—a simple operation that adds immensely to the attractiveness of the pattern. The dome lamp and inverted electric shades have also received new treatments in etchings and cuttings.

Demorest & Co., New York agents for the Westmoreland Specialty Co., are showing a decided novelty —viz., a line of rolled edge pressed ware. The quality of the metal is of the very highest, the designs are very pretty, and the ware is making a hit with all buyers. The "Floral-Colonial" has been patented under date of Feb. 14, 1911.

ECHOES OF THE "CRYSTAL SHOW."

WHEN the much-heralded "Crystal Show" failed to materialize last month, those would-be exhibitors who had parted with their money in order to secure space were fighting mad. Indignation meetings were held, and the *Salesman*, with which the management had run up a bill for advertising, expressed its opinion so forcibly that Myndert A. Vosburgh, president of the Manufacturers' Household Goods Exposition Co., thinks his good name and reputation has been injured to the tune of $50,000 and has instituted a suit for that amount.

Of the twenty-seven firms which signified their intention of making displays only four gave up their money in advance. Three of these have been arranged with, and settlement with the fourth is faithfully promised. Other creditors are also assured that full payment will ultimately be made.

Mr. Vosburgh, in an interview with a JOURNAL representative, said that the article in the *Salesman* was a deliberate attack on him without any foundation whatever. "One reason why the show did not open," said he, "was because a number of exhibitors who had declared themselves ready to take space did not forward their first payments as the contracts stipulated. Another was that some of those who had made first payments did not complete their contracts by making the final installment. As far as the report about my using names of members of the trade without authority is concerned, all I have to say is that the statement is utterly without foundation. The business I had signed up was not the result of my trading on anyone's name,

authorized or otherwise. I sincerely hope that Mr. O'Gorman will not interpose any obstructive tactics. I wish the trial to take place at the earliest possible moment."

J. F. O'Gorman, president of the O'Gorman Publishing Co., when seen by the writer, made no comment except to say that his position in the matter will be thoroughly outlined in his answer, now in course of preparation, and which he intends to file in a day or so.

DEATH OF W. A. CROCKER.

AT his home in Yonkers, William A. Crocker, of Stewart & Crocker, cut glass, this city, passed away on Monday, February 27, aged forty-six.

The business education of the deceased began with Russell & Erwin, hardware dealers, where he raised himself from an apprentice to salesman, traveling over the greater part of the United States. This experience stood him in good stead later when he obtained employment with Theo. Pabst & Co., importers of glassware, with whom he stayed until 1895, when the concern failed. His next position was with Fensterer & Ruhe. After ten years with this house he connected with Borgfeldt & Co., where he remained one year. From here he went with the Baccarat Glass



WILLIAM A. CROCKER

Co., after which he established himself in business as a cut glass agent. A year ago the corporation of Stewart & Crocker was organized.

About the first of the year Mr Crocker was taken ill, and an operation was deemed necessary. From this he never recovered, but gradually sank, though his ambition and energy kept him hopeful until the end.

Mr. Crocker was highly respected by everyone with whom he came in contact. He was abstenious to a degree, carrying out his principles to the extent of never drinking anything but pure water--not even touching carbonated water.

His funeral took place Thursday from his late residence, 33 Van Site avenue, Yonkers. He leaves a widow and four children, the eldest not yet sixteen.

Following a long illness, Harry N. Seabridge, a well-known potter, died at his home in Trenton, N. J., last Friday. He is survived by a widow and one daughter.

Edwin J. D. Bodley, formerly of the Hill Pottery, Burslem, England, died at his home in London, February 16 after months of patient suffering. He made a trip through this country in 1884. The "Bodley" brand on china was familiarly known to all old-time dealers.

Mrs. William Cartwright, aged seventy, mother of John, Ambrose and William Cartwright, owners of the Cartwright Bros. Pottery, East Liverpool, died Sunday night after a long illness. She was born in London, England, and came to this country with her parents at the age of nine.

George E. Newman, who had been engaged in the retail crockery business in Buffalo for thirty-five years, died at his home there February 19 aged eighty-one.

COULDN'T BEAT HIM.

THE genuine Yankee peddler passed out of existence with the creation of the "notion store;" but he was a most interesting character—astonishingly sharp and frequently amusing. One such appeared in a general store in a Southern town on one occasion, deposited his pack on the floor and remarked to the merchant:

"I guess I couldn't drive a trade with you, Colonel?"

"I reckon you calculate just about right," was the decided reply of the merchant, who had had dealings with Yankee peddlers on previous occasions. "Get out!"

"Oh, well, don't get riled up—no harm done. Now, just look at this dozen genuine razor strops, easy worth $3—let you have 'em for $2, Colonel."

"I wouldn't touch any of your trash—you get out!" the merchant declared.

"Well, now, Colonel, I always like to do some business in a place. Tell you what—I'll bet you $5 that if you make an offer for them strops we'll make a trade."

"I'll go you," said the merchant, "and," he added when the stakes had been put up, "I'll give you a quarter for the strops."

"They're yourn, Colonel," said the Yankee, pocketing the wager.

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

Published Every Thursday

BY

WHITTEMORE & JAQUES, Inc.,

92 West Broadway, New York.

EDITORIAL ROOMS, TEL. 5092 BARCLAY.

MECHANICAL DEPT., TEL. 5086 BARCLAY.

SUBSCRIPTION RATES, INVARIABLY IN ADVANCE:

United States	$2.00
Canada	3.00
All other foreign countries in the postal union	4.50
Single copies	.10

In remitting subscriptions please send Postal Money Order.

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Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrcarage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, MARCH 2, 1911

SHOW IDEA NOT POPULAR.

THE ludicrous failure of the recent exposition scheme points in no uncertain fashion to the fact that the show idea is not in general favor with the trade. A prominent salesman said recently: "I concede that a manufacturer exhibiting at a trade show will have the opportunity of talking to more buyers that he would under other conditions. Buyers are naturally more or less attracted to the displays, and many of them receive definite instructions to visit these affairs. As far as sales are concerned, however, things do not work out satisfactorily. When a buyer calls at my office I have him to myself while pointing out the desirable features of my line. This is impossible in public places. Interruptions are frequent there, and the buyer himself is ill at ease because he feels that there are three or four salesmen ready to pounce upon him as soon as he has finished with me, and who will feel offended if he does not look over their lines. He is also, as a general rule, annoyed by the many invitations to dinner and to the bar, and will in most cases take merely a perfunctory glance at the goods, and in the end visit the show rooms and hotel displays to place his orders."

POTTERY IMPORTS FOR THE YEAR.

GOVERNMENT statistics of the importations of pottery for the year 1910 show that we received from the United Kingdom wares valued at $2,757,234 as against $2,669,745 for 1909. From Austria $726,713 in 1910 as against $812,631 in 1909. From France in 1910, $1,806,867; in 1909, $1,840,250. From Germany 1910, $4,412,969; in 1909, $3,721,028. From Japan 1910, $1 246,705; in 1909, $1,187,822. From all other countries in 1910 $369,038, as against $311,402 in 1909. The totals for 1910 are $11,319,526. For 1909, $10,542,878. An increase of $776,648, or about seven per cent.

PERSONAL.

WHETHER or not the contemplation of china nest eggs turns the crockery man's thoughts to chicken farming is a question. At any rate, a number have taken to the pastime, among them being E. E. Wilgus, who when he isn't hunting orders for the Buffalo Pottery finds recrcation on his five acre farm at Natick, Mass., where he has five or six hundred fancy fowl.

⚜

Henry Seedorf, bett r known as "Judge," has resigned his position with the Geo. H. Bowman Co. He was appointed manager of the New York store just about a year ago.

⚜

James Deens is at the Grand Hotel with the samples of the D. E. McNicol Co. and will remain there all week. He will work Philadelphia, Baltimore and Washington on his way home.

⚜

Fred Classen, who is at the Grand Hotel for the Quaker City Glass Co. received word last week that a man child had been born to his house. These occasions being always a matter for rejoicing, Fred rejoiced properly.

⚜

Wm L. Lynch and Jack Carling are still at the Grand, and will remain there the balance of this week and possibly part of next.

⚜

George H. Bowman, of the Geo. H. Bowman Co., arrived in New York last Friday.

⚜

William J. Peterson, with J. Morgan & Sons, is scheduled to leave on Friday for a tour of the Connecticut factories in search of moderate-priced stands for portables.

⚜

T. B. Canron, of the Graham Sykes Co., Muskegon, Okla , is here on his first buying trip for this house.

⚜

Alfred G. Moment departed for Boston Monday, and is due back the early part of next week.

⚜

Mrs. Heller, of the Rikekumler Co., Dayton, O., brightened up many a wareroom this week with her

refreshing personality. Buoyant in spirit, she is strictly businesslike, and an extremely efficient buyer.

A. L. Caghey, with the Thomas Co., Quebec, who is here buying, says that he is much pleased with the offerings on every hand.

W. J. Anderson, a merchant of high standing in Grand Forks, N. D , made his usual round of the District this week.

James E. Bergen, the well known cut glass man, was visiting his friends in the District this week.

Ernest Johnson, of Johnson Bros., Hanley, England, who has been visiting the trade here for several weeks, is booked to sail for home next Wednesday.

L. A. Heyman, West Point, Ga., was busy this week leaving orders around the District.

O. L. Sutherland, F. G. Shattuck and F. W. Sinclair, of the traveling force of George F. Bassett & Co., leave Friday night for their respective territories.

Miss Stewart, one of the brightest buyers coming to this market, was in the District this week in the interest of J. B. Wells & Son Co., Utica, N. Y.

S. J. Winter, of the Restuarant China Co., Chicago, was placing orders among the importers this week.

C. J. Weichel is now buyer for Panton & White, Duluth, Minn. He was formerly with Cleland & Simpson, Scranton, Pa.

Edgar J. Bush, secretary and sales manager of the Michigan Cut Glass Co., is showing at the Grand Hotel, this city.

Robt. M. Caird, china buyer for the Sweeney Co., Buffalo, toured the District last week, accompanied by Mrs. Caird. They left for home Friday night.

Frank R. Martin, buyer for the Cowell & Hubbard Co , Cleveland, O., made a hurried round of the District last week, leaving for Boston Friday night. He will be back again the latter part of March. He plans to sail for Europe April 8.

W. H. King, buyer for George Ferguson & Co., New Rochelle, was a District visitor this week.

Palmer Johnson, of the Chamberlain, Johnson & Dubois Co., Atlanta, Ga., came in to leave orders this week. His establishment handles nothing but high class goods and is reputed to be among the best in the South.

H. M. Felker, familiarly known as "Sonny," the old time glass man, has been in New York for a few days marketing ground flint, silex and silica wash. The mine is at Berkeley Springs, W. Va. He is as bright as ever when not nursing his rheumatism, of which an attack this week confined him to his room at the Astor House.

William C. Dougherty, manager of the local office of the Consolidated Lamp and Glass Co., returned Monday morning from his Canadian trip, and reports a feeling of confidence throughout the Dominion.

Ferdinand Kauders, with Leopold Adler, Savannah, Ga., is making his headquarters at the New York office of James T. Leonard & Co. Mr. Kauders is an "old-timer," and his democratic manner makes him deservedly popular.

C. H. Stanton, Westerly, L. I., made several calls in the District this week. He handles a line of high class goods, and has a fine business.

J. B. Stocking, Westfield, Mass., came in this week from Atlantic City, where he has been recuperating. He is in good shape now.

S. P. Megahan succeeds C. C. Lewis with Pickering & Co., Pittsburgh.

F. M. Buckley, with the J. J. Niland Cut Glass Co., was shaking hands with his friends in Park Place this week.

J. M. Moorehouse, with the May Co., Cleveland, O., was placing orders for import during the week.

E. E. Wilgus, with the Buffalo Pottery's lines, will open at the Palmer House, Chicago, sometime during the latter part of March. He will fit up his room with the fixtures which caused so much favorable comment at Pittsburgh, a picture of which we published at the time.

Henry Meyer, Lake Charles, La., who has been in town about ten days, is making a thorough round of the District and expects to finish up in about two weeks more.

H. Gerson, sales manager of the New York office of the French China Co., Sebring, O., started out the following men last Friday: Harry Kursh, to cover Maine; Frank Buckley, to travel through upper New England; R. T. Ould, to tour Connecticut. Mr

Gerson himself left last week, to be gone about a month.

A. J. Bennett, of the Cambridge Glass Co., arrived in town Tuesday.

W. Goodwin, of the Goodwin & Kintz Co., Winsted, Conn., made a flying trip to the New York office Wednesday to attend to some pressing business matters.

H. C. Fry, of the H. C. Fry Glass Co., Rochester, Pa., arrived in New York Wednesday and sailed for Bermuda the next day on a week's vacation. On his return he will go to Florida for a short time.

A REAL GOOD TIME.

THE good feeling existing in the trade was exemplified last Friday night when a potter's dozen of principals, salesmen and buyers met and dined at a popular restuarant uptown. Look at the distinguished company, and you will be sorry you were not there: Frank T. Bowman, Dave Bostwick, Charley Patterson, Thomas Cannon, John Henry, Leo Arnstein, Jack Wilson, Bob Cowan, Geo. H. Smith, Jack Carling, B. L. Weaver, Thomas Hall, G. H. Jantz and W. M. Oddie. Everyboody had a story to tell, and there wasn't a chestnut in the bunch. Then it was discovered that some of the boys could sing. There may have been some freckles on the voices, but they didn't show en masse. It is more than probable that next year there will be another and a larger meeting.

IN TOWN.

Abbreviations—c, crockery; g, glass: hf, housefurnishings; l, lamps; t, toys; s, silverware.

THE following buyers have reported in town since our last issue:

J H Friedman, with E Wren Co, c, hf, Springfield, O. 320 Church.

H R Howe, with Bacon, Chappel & Co, c, Syracuse, N Y. 817 Broadway.

H T Grund, with Marshall Field & Co, t, Chicago, 104 Worth.

J B Artherholt, c, Erie, Pa. Herald square.

H Beidelman, with H B Graves Furn Co, hf, Rochester. Park avenue.

L Metzenberg, with Sears, Roebuck & Co, s, Chicago. 438 Broadway.

J H Lanham, of J. H. Lanham & Sons, hf, t, Rome, Ga. 434 Broadway.

L Arnstein, with Stix, Baer & Fuller, t, c, St Louis. 114 Fifth avenue.

A Shaper, of Shaper Bros, hf, St Louis. Navarre.

F P Boyland, with McGurdy & Norwell Co, hf, Rochester, N Y. 821 Broadway.

J H Reese, with Hager & Bros, c, g, Lancaster, Pa. 493 Broadway.

D F Magee, with Martin & Naylor, uf, Gloversville, N Y. 320 Church.

J F Leary, with J Samuels & Bros, hf, c, t, Providence, R I. Herald square.

F W Pickup, with H H Sturtevant Co, hf, c, Zanesville, O. 320 Church.

A J Scheuer, of Lehman & Scheuer, hf, t, Sandusky, O. Imperial.

W B Stanton, with Stewart & Co, g, Baltimore. 214 Church.

W D Sanford, with Pettis Dry Goods Co, hf, Indianapolis. 2 Walker.

D E Healy, with Castner-Knott Dry Goods Co, c, hf, Toledo, O. 214 Church.

F S Knadler, with L B Root Dry Goods Co, hf, Terre Haute. 214 Church.

W H Congar, with Peoples Store Co, c, hf, Tacoma, Wash. 214 Church.

H R Schmidt, with H F Herpolsheimer Co, Grand Rapids. 100 Fifth avenue,

W H Anderson, with Hunter, Tuppen Co, Syracuse, N Y, hf, g. 221 Fourth avenue.

IMPORTS AT NEW YORK.

Petaining to China, Crockery, Glass, etc., for week ending February 28, 1911.

HAMBURG

63	packages	glassware	Fenesterer & Ruhe
88	"	"	Geo Borgfeldt & Co
22	"	"	Knauth, Nachod & Kuhne
32	"	"	J H Venon
726	"	"	W R Noe & Sons
8	"	"	Strobel & Wilken Co
170	"	"	Miscellaneous Orders
16	"	chinaware	Strobel & Wilken Co
13	"	"	Bawo & Dotter
150	"	earthenware	L Straus & Sons
27	"	"	Bawo & Dotter
30	"	"	L D Bloch & Co
512	"	"	F W Woolworth & Co
20	"	"	J Wygand & Co
33	"	"	Lazarus & Rosenfeld
14	"	"	Geo Borgfeldt & Co
4	"	"	Ceramic Importing Co
6	"	"	Samstag & Hilder Bros
3	"	"	N Wapler
6	"	"	J Palme
190	"	"	Miscellaneous Orders
87	"	toys	Strobel & Wilken Co
11	"	"	Knauth, Nachod & Kuhne
6	"	"	F A O Schwartz
7	"	"	G W Travers
469	"	"	Miscellaneous Orders

BREMEN

210	packages	toys	Strobel & Wilken Co
23	"	chinaware	"

SOUTHAMPTON

28	packages	chinaware	Wm Guerin & Co
149	"	"	Haviland & Co
36	"	"	Herman C Kupper
21	"	"	L Straus & Sons
7	"	"	J H Venon
2	"	"	H Creange
2	"	"	F W Jenkins & Co
43	"	"	Miscellaneous Orders

COPENHAGEN

62 packages earthenware .....Geo Borgfeldt & Co
35 " " .....Bawo & Dotter
335 " " .....Brown Bros

LONDON

19 packages toys.....Geo Borgfeldt & Co
53 " " .....Strobel & Wilken Co

ANTWERP

9 packages toys.....Strobel & Wilken Co
24 " " .....B Illfelder & Co

HAVRE

3 packages chinaware.....Haviland & Co

LIVERPOOL

5 packages earthenware.....Strobel & Wilken Co
7 " toys ..... " "

ROTTERDAM

23 packages earthenware.....Bawo & Dotter
21 " " .....L D Bloch & Co
21 " " .....Geo Borgfeldt & Co
78 " " .....Miscellaneous Orders

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

49 packages earthenware.....Jones, McDuffee & Stratton Co
16 " " .....E Butler
20 " " .....A W Chesterton
47 " " .....Mitchell, Woodbury Co
5 " " .....Richard Briggs & Co

ANTWERP

18 packages earthenware.....Jones, McDuffee & Stratton Co
2 " " .....Mitchell Woodbury & Co
16 " " .....Miscellaneous Orders

THAT "EXACT CAPACITY" BILL.

THE following lucid exposition of the impracticability of the Wilson container bill now before the Committee on Interstate and Foreign Affairs at Washington was sent by W. S. Brady, president of the Hazel-Atlas Glass Co., to Hon. W. P. Hubbard, Member of Congress:

We beg to call your attention to a bill that has been introduced in Congress in reference to capacity of vessels containing food stuffs, the provisions of which present impossibilities from the standpoint of the glass manufacturer. The bill we understand has been presented by Mr. Wilson, of Illinois.

The portion of the bill referring to capacity of vessels reads:

"That it shall be unlawful, etc., to make, manufacture, sell, or offer for sale in the United States or any territory thereof, or in the District of Columbia, solid, or otherwise, unless there is plainly, clearly and distinctly marked, stamped, printed, or branded in a substantial form or manner so as to withstand ordinary wear or tear and not be affected by the elements, and in a conspicuous place on the outside, but not on the bottom thereof, in clear and distinct English words and figures, the net capacity thereof, by weight or measure, according to the United States standard of uniform weights and measures."

We ask to present briefly the impractical features of these requirements, so far as glass vessels are concerned, and first would state that it is practically impossible to manufacture glass vessels to have an exact capacity. You probably have been in glass factories often enough to be familiar with the way glass is "gathered" for either a blown article, such as a bottle or jar, or a pressed article, such as a jelly and jam tumbler or sliced bacon jar. The amount of glass required is "gathered" on a blow pipe for bottles, etc., and on an iron gathering rod for pressed ware and the molten metal dropped in a mold; the amount "gathered" is dependent upon the skill of the operative, and while a skillful man can each time take from the furnace approximately the same amount of glass, there is certain to be variation. The science is by no means an exact one. The iron molds in which both blown and pressed articles are made are constructed so that the exact required weight of glass "gathered" into them will make the holding capacity of the vessel produced precisely right. For instance, the quart mold is built to hold, say, 16 ounces of glass; at this weight the holding capacity of the vessel will be exactly 32 ounces, but should the weight of glass placed in the mold be 15 ounces, then (the outside diameter being always the same), the vessel will hold more than 32 ounces. If 17 ounces of glass is gathered, then the capacity of the vessel will be correspondingly less than 32 ounces. The smaller the vessel the more nearly the operative can "guess" at the weight. In making an article that should weigh 4 ounces and hold 5 ounces a variation or leeway of one-half to three-fourth ounce should be given; while in a half gallon jar with glass weighing, say, 26 ounces, the "leeway" should be from 3 to 4 ounces in order to permit the manufacturer to make the vessels at their present low prices. If a rule should be made requiring exact capacity, over one-half the articles would be rejected after being made, and the cost of production greatly increased.

In speaking of the impossibility of making glass vessels all of a given capacity, we are referring to the manufacture of glass by the ordinary and usual methods, but it might be well to say that there has lately come into use an automatic machine that does make bottles, jars, etc,, all of an exact capacity and weight. This machine is covered by strong patents and is in strong hands. It has been licensed to a limited number of manufacturers. If the provisions of the proposed bill are enforced, it will wonderfully strengthen the position of these few manufacturers and add to the difficulties of hundreds of others who are compelled to make their wares by the ordinary method.

Another difficulty that presents itself is lettering the side of the vessels instead of the bottom. In blown bottles or jars it will be possible to meet the requirements of the bill in making the cheapest grade—those produced from "open-and-shut iron molds," for

pickles, jams, etc.—but the cost will be increased, and an increase in the selling price made necessary for the following reason: When lettered in the bottom the lettering is done in a comparatively small part of the molds—the "bottom plate" When this becomes worn a new "plate" can be made at comparatively little cost. If the lettering is done in the side of the molds an entire new set is required when the molds become "worn." Glass molds must be cleaned frequently with oil and emery, and wear rapidly enough to obliterate letters in a short while. "Bottom plates" cost from $3 to $5 each. A "set" of molds (eight is a set for tumblers, ten for Owens' make glass jars) for the articles named cost from $150 to $300, depending on style and size.

To place letters in the sides of pressed glass tumblers, cheese jars, bacon jars, beef jars, etc., is practically impossible without revolutionizing the method of manufacture. These articles to be manufactured well and cheaply must be made in "solid" molds—the mold being a heavy cast-iron cylinder, carefully machined aud polished with a taper to permit the hot article, as soon as made, to be dropped or pushed from it If letters were placed in the sides of these "solid" molds, the glass would of course press into them, and it would be impossible to take the vessel from them without breaking. The only possible way to letter such vessels as these in the sides would be to make molds "open and shut." Molds of this sort would leave seams, or joint marks, in the sides of the vessel, thus making an inferior article, and at the same time largely increasing the cost. The "open-and-shut" molds would cost more than twice as much as the "solid" molds; the labor cost per gross would be greatly increased; the quantity, per day, per mold, being less than one-half the production now had from the "solid" molds, a decided increase in price would be absolutely necessary.

The present style of mold (cylinder, that cannot be lettered in the side) makes a tumbler that is used on the table by the housekeeper after its contents are used. The tumbler with a seam on both sides and lettered would be unsightly and would probably have no value for table use.

Varying weight of contents is another difficulty. A vessel with a capacity of approximately 16 ounces of water would hold about 12 ounces of jams and varying weights of cheese, herring, etc. If lettered "for water capacity," the marking would be incorrect for any contents that differed from water in specific gravity.

Separate molds for each commodity would practically be prohibitive to both the glass manufacturer and the packer, imposing an increased cost upon the former and making the latter carry a largely increased stock. Many containers we now make are used to pack perhaps 30 different articles. The only practical method of marking contents, to our minds, is by use of a paper label.

To prevent increase in cost of glass vessels to consumers an "average capacity" must be considered.

Other communications of the same tenor were sent by the Eagle Glass and Mfg. Co , the Monongah Glass Co., and the Fairmont Bottle Co.

TRADE TIPS.

WIBAUX, MONT.—The Crescent Hardware Co. has opened for business and will carry domestic pottery, glassware and housefurnishings.

Codams, Neb.—Hall & Hall have sold their business to D. G. Eager & Co., and will carry housefurnishings.

Mitchell, Neb.—Housefurnishings will be carried by Harry W. Roberts, who has bought out Rosenberg & Co.

Rogersville, Tenn.—Rogan, Son & Nice will carry housefurnishings, and possibly add domestic pottery and glassware.

Central Bridge, N. Y.—Patrick & Grosvenor have sold their business to H. Grosvenor & Son, and will carry domestic pottery and glassware.

Dry Run, Pa.—Domestic pottery and glassware will be carried by Shoemaker & Robertson, who have taken over the business of J. B. Alexander.

Decorah, Iowa.—J. Howard Pearson, Belvidere, Ill., has opened a variety store and will carry housefurnishings, domestic pottery, glassware and a line of novelties.

Lansing, Mich.—Fred A. Egeler has bought out V. C. Barton and will carry housefurnishings and silverware.

Salt Lake City, Utah.—Hotel ware will be carried by S. C. Snyder, who is organizing a new company to take over the business of the King-Browning Hardware Co. Catalogues are wanted.

Greensboro, Ala.—The City Hardware Co. has been formed here with $15,000 capital and will carry domestic pottery, glassware, housefurnishings, enameled ware and lighting goods.

CHEATED.

SERVANT—You got cheated when you bought that china vase, ma'am.

MISTRESS—How cheated?

SERVANT—Why, it's weak It busted all to smash the first time I dropped it.



East Liverpool and Vicinity.

Semi-vitreous underglaze border and line treatments on the hotel ware lines of the Hall China Co., appear to be among the best selling propositions brought out here this season. The firm announces that hereafter all decorations will be carried in stock, and orders can be shipped within a day or so after their receipt. Jobbers have been ordering very liberally from the entire line.

* *

A most interesting departure in dinnerware treatments will be shown by the Smith-Phillips China Co. for the fall trade, work on the new lines just being started. The "Princess" plain dinner shape is selling very good this season, while their new "St. Elmo," which is shown in about twenty new open stock treatments, is proving to be a very popular offering. On our first page the firm is illustrating several pieces of this shape.

* *

"Orders are coming in faster than we can ship," said a manufacturer to the JOURNAL correspondent—which indicates that some buyers are anxious to have their stocks "up-to-the-minute."

* *

The D. E. McNicol Pottery Co. is showing a larger line of lustre salads this season than ever. Other specialties are calendar plaques and souvenir assortments, all in new treatments.

* *

W. C. Brown is working the western trade in the interest of the Potters' Co-Operative Co. T. A. McNicol, sales manager for this concern, has completed a brief trip to Chicago and several Southern points.

* *

Among the buyers here during the past few days were: L. F. Willie, Jr., with the Cincinnati Glass and China Co; Mr. Nutting, with the St. Louis Glass and Queensware Co.; William H. Nieman, Kansas City, Mo.; A. Scheiff, buying for stores at Newark and Mt. Vernon, O.

*

Additional forces are being employed in the pressing shops of the Colonial Pottery Co. The plant is working full, and the demand for assortments is larger than ever.

* *

Daniel McCarron, formerly factory superintendent for the Warner-Keffer China Co., is now representing the Cooley Ball Clay Co. in this territory.

* *

For the Knowles, Taylor & Knowles Co., Hugh Nevin, who has been in New York, will continue through the Eastern territory, while George Davis will continue his Western trip through to the coast. Williard Morris is working Michigan and the Central States. Mr. Trieber is in the South.

* *

The Cartwright Bros. have had an exceptionally strong run on their underglaze blue dinnerware, and the demand for their new line of salads and nappies is growing just as strong. John T. Cartwright has returned from an extended Western trip, and the shop is now working to its capacity.

* *

At the last meeting of the Western Standing Committee the following prices for making the articles noted were settled upon: Chop plate, fifteen cents; plaque, fifteen cents. Both articles made at Sebring. Dresden—Hot cake dish, twenty cents. West End Pottery Co.—Lemonade mug, turning, five cents per doz. United States Pottery Co.—Lemonade mug, three and a half cents, jiggering.

Zanesville, O.

Guy Crooks, of the Crooksville China Co., who has been spending some time at the Chicago office, has returned to his desk here.

* *

The Zanesville-Crooksville Sales Co., which disposes of the output of a number of stoneware plants in this district, is doing an excellent business. All the plants interested in this sales agency are busy.

* *

It is annouoced that the sales for the month of January at the J. W. McCoy pottery at Roseville were over $7,000 in advance of the record for January, 1910. February also showed a nice increase. Their

new marble effect art ware is meeting with considerable favor.

* *

The new Nelson McCoy Pottery Co 's plant, which will manufacture a complete line of stoneware, has been placed in operation.

* *

Andrew Carnegie's money is "tainted," say the union potters of Crooksville, O., and they have protested against the acceptance of $20,000 from him to construct a Carnegie public library.

Parkersburg, W. Va. Details concerning the erection of a new art pottery in this city will be announced shortly. Plans are now being worked out. Practical men formerly connected with the pottery business in East Liverpool are back of the project.

Sebring, O. It is said that as soon as work is started on the erection of the new nine-kiln general ware plant by Fred Sebring the proposition to build a sanitary pottery also will be taken up here.

Trenton. In an opinion filed Saturday Vice Chancellor Walker decided that the real and personal property involved in the suit of William B. Bainbridge against the Charles B. Walton Pottery Co. shall be sold and the proceeds paid into chancery for the benefit of creditors.

* *

Frederick A. Walker, superintendent of the Crescent pottery, gave a dinner to the heads of the Crescent and Trenton Potteries companies at the Trenton House last Wednesday night. Mr. Walker is one of the best known potters in this city and has been connected with the Trenton Potteries Co. since the organization of that concern.

* *

Frederick A. Edwards, of this city, is in receipt of a letter from a firm of London lawyers stating that James Biddulph, a relative, has fallen heir to a large sum of money and real estate in North Staffordshire, England. Mr. Biddulph, who was a bachelor, lived for a number of years in Trenton and was well known in pottery circles. He left this city about two years ago, and nothing has since been heard of him.

* *

Mr. and Mrs. James Bailey, whose eleven-months-old son died at sea while they were returning home from a visit to England, have lost their only other son, Wilmot, aged three, whose death occurred on Friday night from scarlet fever. The child became ill before the steamer docked in Philadelphia last Wednesday. Mr. Bailey, who is a prominent potter, with his wife and children went for a visit to his parents in Liverpool, and when they sailed for home the children were both in good health.

* *

The residence of Robert K. Bowman, of the Bowman Pottery Co , on Greenwood avenue, was entered by a thief some time during Wednesday night, and a rich haul was made. The Bowman family are sojourning in Florida.

BUSINESS MANNERS.

ROUGHNESS is never pleasing. Neither is abruptness. There are clerks who consider it smart to cut out parlor manners in business. Never ! Back of the counter is where good manners count. Every effort to please leaves its impression. Every polite action shows deference to the customer. "No, ma'am" and "Yes, sir," are simple forms of speech, but they're respectful and proper, and above all they're pleasing to the party addressed. Every customer should be thanked for an order, whether the order be paid C. O. D. or charged. Attention to niceties of manner and speech will pay in every way.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

TO	Shipments week end'g Feb. 11, '11	Corresponding period 1910	Exports Jan. 1 to Feb. 11,'11	Corresponding period 1910
Boston	202	203	1029	934
New York	162	186	1447	995
Baltimore	210	.. .	1013	1641
Philadelphia.	104	100	520	776
New Orleans	....	46	170	174
Newport News		..	4	55
San Francisco	....	....	18	
Portland (Me.).	23	67	322	390
Galveston	1	...	324	86
Portland (Or.)	....		....	....
Inland Points	....	99	209	239
Total	702	701	5056	5290

From the Freight and Shipping Circular of John Edwards & Co. Liverpool.

TO	Shipments week end'g Feb 11,'11	Corresponding period 1910	Exports Jan 1 to Feb. 11,'11	Corresponding period 1910
New York	158	186	1336	946
Boston	202	201	924	716
Philadelphia.	104	100	559	638
Baltimore	247	..	1050	1643
San Francisco	....		18	....
New Orleans.	....	46	170	118
Portland (Me.)	6	39	190	162
Galveston	1	..	324	86
Newport News	....	....	4	55
Portland (Or.)	....	....	....	....
Inland Points	...	99	87	312
Total	718	671	4662	4676

Around the Glass and Lamp Factories.

Pittsburgh and Vicinity.

A report is current that the Ohio Flint glass plant at Lancaster, O., is to be placed in operation next year, but by whom and what lines will be made cannot at this time be learned. It is said, however, that an attorney of Lancaster is buying out the stockholders in the old Ohio Flint Glass Co., which was managed during the late years of its life by B. W. Jacobs. Those in charge of the property would neither affirm nor deny the report.

The condition of Walter Lindsay, the well-known salesman for the Duncan & Miller Glass Co., who has been ill for some time, was much improved during the past week. He is now able to walk about his room.

The cut glass manufacturers who had the foresight to load up on staple lines of blanks early this season are congratulating themselves. The blank manufacturers as a rule are very busy, and the salesman for one concern said to the JOURNAL correspondent that orders for blanks that should have been shipped January 15 were "not yet on the road." One Ohio cutting shop was nearly 750 dozen behind on shipments of one pattern of cut jugs last week.

J. F. Stirk, for many years Pacific Coast representative for the United States Glass Co , with headquarters at San Francisco, will open another office at Los Angeles, where he will make his headquarters. He has been compelled to change location on account of his health. Frank M. Dunn will continue to travel out of the 'Frisco office.

The manufacturing department of the Ripley Glass Co. is fast getting into harness, so to speak, and is now working smoothly. Orders for all lines made by the concern are very good—specialties, confectioners' jars and tableware.

Salesmen for the United States Glass Co. have started out as follows: H. W. Nickel through Eastern Ohio, Western Pennsylvania and West Virginia; W. I. Campbell through the Southwest and Walter F. Jones the Northwest. W. J. Dillon has returned from his first tour of the Southwest, but will not remain at home long. M. G Bryce, manager of the commercial department, has returned from a brief Eastern jaunt. The records for February show that sales for the first two months in 1911 eclipse those for 1910.

The demand for light cut glassware is so strong this season that the deep plate etched glass lines are suffering. Manufacturers concede this, and more attention is being paid to the former lines. The falling off in the demand for the etched lines is just a little heavier than manufacturers anticipated; but, as a retail dealer remarked, "You can never tell what the womenfolk will want."

Charles Lang, with Kinney & Levan, Cleveland, O., was the only buyer registered in the district during the past week.

Lamp manufacturers may find a possible market for their product by addressing McWhorter, Hutton & Co., Nashville, Tenn., a new firm which has recently been formed with $100,000 capital.

There is a noticeable tendency on the part of manufacturers to "stiffen up" a bit on prices.

At a recent meeting of the Western Glass and Pottery Association, the Rev. George Frederick Williams, of the Church of the Ascension, Lakewood, O., whose talk to "the boys" at their annual banquet at the Ft. Pitt Hotel in January proved so agreeable, was elected an honorary member.

The "Floral-Colonial" Keystone line of tableware brought out this year by the Westmoreland Specialty Co., Grapeville, Pa., is meeting with remarkable success. Its rich brilliancy is only one of the attractive features, the neat floral border effect being something quite different from other floral treatments of tableware. Several new items will be added to this line at any early date.

Moundsville, W. Va

There is not a dull department in the entire plant of the Fostoria Glass Co. Salesmen are doing very well on the road, and all the new

lines brought out in January are meeting with a ready sale. The blown lines of this factory are especially attractive this season.

Columbus, O

Judging by the manner sales are increasing this season with The Federal Glass Co., all previous records will be surpassed. The factory is being operated to capacity, the demand for soda water and confectioners' lines being unusually heavy.

Lancaster, O.

Glass factories in this locality are very busy, both tableware and specialty plants being operated on full time. The demand for the specialties of the Hocking Glass Co. was never as extensive as now, while with the Lancaster Glass Co. the call for tableware and lamps is ahead of last season.

Wheeling W. Va.

The roof of the mold shop at the Central Glass Works caught fire last Saturday morning, and for a time it looked as though serious consequences might result. Prompt work on the part of the firemen, however, prevented its spread, and confined the damage to about $150.

AT BOSTON.

ANALYZING Boston retail advertising, there does not seem to be a great deal of stress laid upon "quality." While cheap goods are resulting in bountiful sales, yet the per capita of wealth is high, and a vigorous "quality" campaign should be productive of more profits. The average person does not know much about crockery or glassware, and it is natural for a retail buyer to seek the lowest prices. He does not hesitate to pay rational prices for these goods, however, if he is convinced that the value is there, and a skilful retail salesman can do a tremendous amount of good work if he will take the time to show possible customers answering "low-priced" ads how they will be better satisfied with the best grades.

Bigelow, Kennard & Co. have opened their uptown warerooms on Boylston street. The cut glass room is admirably equipped. J. H Cecil Watson, manager of the art department, spent the week end snow-shoeing in New Hampshire.

E. C. Ledger had a fine exhibit of W. S. Pitcairn's line last week at the Parker House.

"A high-class Boston store requires several experienced china saleswomen," is the first ad of its kind to appear in local papers for about a year, and shows that business is coming along all right.

M. G. Bryce, commercial manager of the United States Glass Co., Pittsburgh, made his customary trip to the Boston headquarters last week.

Mr. Marsh, of the Consolidated Dry Goods Co., Northampton, Mass., is to be in this market during the end of the week.

Morimura Bros., Japanese goods, New York, have leased half of the second floor at 144 Congress street, where they will have a permanent display.

Victor Levoyer, representing A. Gredelue, of Baccarat fame, has written that he will soon be in the City of Culture.

W. A. Purington, with Harry B. Hollis, the Cambridge Glass Co.'s man, has returned from a jaunt through Connecticut. He leaves shortly for the Western part of the State. Business has been fine for the two months just closed, he says.

With new coats of paint and a general renovation, the warerooms of John E. Sawyer look spick and span. The McKee Glass Co.'s line is admirably displayed.

A visitor to this trade centre last week was Mr. Robinson, with H. P. Sinclaire Co., Corning, N. Y.

A. C. Hislop, buyer for Porteous, Mitchell & Braun, Portland, Me., was with us for a few hours last week, stopping off en route to New York.

R. E. Phillips, with S. A. Weller, has returned from a coast through Maine and is now sliding through Western Massachusetts.

M. J. Ryan, with the Bon Marche, Lowell, and W. F. Noyes, with the R. E. McWhirr Co., Fall River, were replenishing stocks this week.

W. C. Haynes, with C. Dorflinger & Sons, New York, was here this week with "the finest Tantalus set ever shown."

Albert A. Sprague, buyer for the Howland Dry Goods Co., Bridgeport, Conn., was the cause of a little rejoicing in order circles recently.

Geo. W. Beals has just returned from his annual Southern trip. Regarding this year's business condition in the South, Mr. Beals remarked that there is a much better feeling all around; that there has been considerable development, with a most encouraging outlook for 1911. He adds in an amusing way that

it is a fertile field for makers of lighting fixtures who want to sell last year's or any back-season goods, as he found dealers who had just purchased five-year-old stuff and thought the styles were 1911 because "the salesman said so."

Recently heard in the district:

"Do you know that that fellow is an expert glass blower?"

"Yes; especially when there's foam on it."

A PRIZE FOR NEW MEMBERS.

AN enthusiastic member of the Pottery, Glass and Brass Salesmen's Association, desirous of seeing the membership pass the 1,000 mark during 1911, has offered the Board of Management a handsome solid gold watch having the association emblem inlaid in enamel colors on the case, to be presented to the member securing the greatest number of new members during the year ending December 31, 1911. It is believed that this will be the means of stirring every member to activity and that the contest for the prize will be keen.

The secretary will provide application blanks, by-laws, membership books, etc., to members on request. Not only are salesmen eligible, but manufacturers, importers, retail merchants, buyers, office staffs—in the pottery, glass, brass, lamps, housefurnishing and kindred lines—provided they are between the ages of twenty and forty-five.

SPECIAL NOTICES.

The cost of advertisements under this heading is $1 for the first and fifty cents for each following insertion for each half inch of space (30 words). PAYABLE IN ADVANCE.

HELP WANTED.

WANTED—Experienced glassware salesman to handle new line lighting glass for old-established house. This is an exceptional opportunity for the right man. Address P. J. W., this office.

BUSINESS OPPORTUNITIES.

LABORATORIUM AND APOTHECARY BOTTLES.—Who is interested in the manufacture of such? Absolute acid-proof enamel labels and inscriptions. Address, for particulars, P. H. 2001, Haasenstein & Vogler, A. G., Berlin, W. 8 (Germany).

SITUATIONS WANTED.

HAVE eleven years' experience as owner of housefurnishing business. Would accept position with reliable concern. Understand glass, china, bar glassware, housefurnishings, toys and frames. Speak English and German fluently. Expert at figures. What can you offer? Address ALBERT SHINSKE, 131 Main St., Astoria, L. I.

SALESMAN Japanese goods, twelve years' road and city experience, wants to connect with good line. Address BRESLIN, 608 West 181st Street, New York City.

F. W. JENKINS & C

42 Park Place, New York.

AVENIR LIMOGES CHINA.

Among the new samples for 1911 are several OLD CHINESE hand-enameled dinner ware decorations at moderate cost. If you are looking for "something different," interesting and practical.

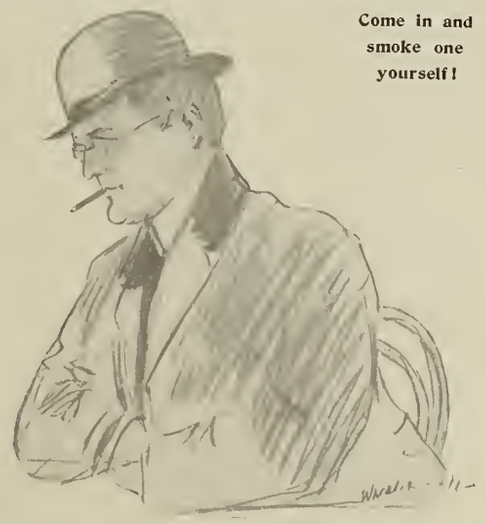
— ALSO —

FOR IMMEDIATE DELIVERY.

SAMPLE SALE.

Preparatory to removal, are being closed out the samples of yesterday and five open stock dinner ware patterns.

F. W. JENKINS & CO., 42 PARK PLACE.



HARRY B. HOLLIS,

NEW ENGLAND SALES AGENT

CAMBRIDGE GLASS CO., Pressed and Blown Glassware.

THE BENZINGER CO., Brass and Copper Stationers' and Smokers' Articles.

JEFFERSON GLASS CO., LUCEO REFLECTORS for Tungsten Lamps.

Also complete lines of Cut and Stone Engraved Glass and High-Grade Panel Mirrors.

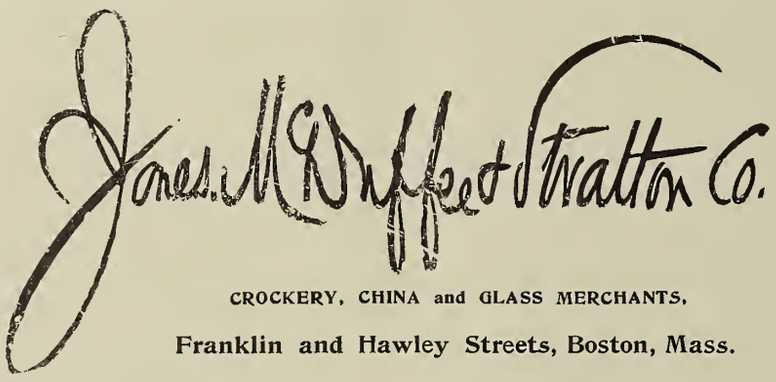
OFFICE ALWAYS OPEN. TELEPHONE.

No. 157 Federal Street, Boston, Mass.

IMPORT SAMPLES.

BRITISH, FRENCH, GERMAN and AUSTRIAN WARES are now assembled and classified in our warerooms, ready for the inspection of buyers. They comprise the newest examples of the potter's and glassmaker's art, from the inexpensive through the middle values up to the costly specimens.

A trip to Boston will enable you to see, *under one roof,* the best things from the fountain head of foreign crockery, china and glass.



CROCKERY, CHINA and GLASS MERCHANTS,

Franklin and Hawley Streets, Boston, Mass.

N. B.—Buyers interested in our active stock patterns may see them at the office of *JAMES P. GORDON, 25 West Broadway, New York.*

We will add that we have been forced to enlarge our bin rooms, which now comprise **9491**, enabling our customers to obtain prompt shipments of matchings of stock patterns.

AT CHICAGO.

UNDER the management of A. M. Alexander and C. P. Bagley, formerly with the Anglo-American Crockery and Glassware Co., the Albert Pick Co. of this city has lately opened a branch house in San Francisco for the purpose of handling the hotel trade of the Pacific coast to better advantage.

* *

The Burley Co. say that trade has lately been fine and that their travelers have landed some of the big-best hotel crockery bills booked in years. Among them was an outfit for the new Hotel Galvez at Galveston, new services for the Sinton at Cincinnati, and a complete equipment of Val St. Lambert glass for the Spokane Club of Washington.

* *

President Harry W. Childs of the Yellowstone Park hotel system has been in town buying new crockery and glass for his houses.

* *

Frederick Ward, C. E. Becker and G. W. Ford have organized a $2,500 corporation called "The Trade Makers" to handle premium crockery and other premium goods in this city.

* *

The H H. Kohlsaat Co. has just signed a lease for a big new house to hold another restaurant in the Kohlsaat chain, and there is a big crockery order in the operation for the salesman who sees them first with a distinctive restaurant line.

* *

Daniel Byrnes, Alfred O. Lambeau and George L. Cantwell have organized the Katy Cafe Co. with a $2,500 capitalization and are in the market for hotel and restaurant crockery and glass of a distinctive pattern.

* *

Joseph Burkett, B. B. Clawsen and N. G. Jenkins are at the head of the National Union Stores Co. at East St. Louis, Ill., and propose to open a big crockery and glass department.

* *

Among the buyers here during the week were F. M. McElroy, of McElroy & Cooper, Mason City, Ia.; C. C. Warren, Paolo, Ind.; J. H. Hoskinson, for S. P Mikesell & Co., Newcastle, Neb.; E. F. Niebling Broken Arrow, Okla.; C. R. Elan, of Elan, Horton & Beasley, White Haven, Tenn.; F. J. Younker, of Younker Bros., Des Moines, Ia.; J. E. McCourt, Ludington, Mich.; F. C. R. Roginson, of Roginson & Jamen, Sapulpa, Okla.; C. C. Cross, of C. C. Cross & Co., Riverside, Ia.; W. H. Robinson, of the Robinson Co., Garrison, S. D.; W. E. Miles, of Miles Bros., Corydon, Ia.; Mr. Arna, of Arna Bros., Holland, Mich .;G. J. Johnson, of Johnson & Mink, Galva, Ill.; J. Campbell, of Campbell & Baughmann, Athens, O.; A. P. Hill, of J. Hill & Sons, DeWitt, Ia.

CROCKERY AND GLASS JOURNAL

NEW YORK, MARCH 9, 1911.

THE CONDITION OF BUSINESS.

New York. While business is not as brisk as it was two weeks ago, there is still a good trade being done. The vagaries which always characterize the buying end of the crockery business were exemplified very thoroughly last week. While the downtown merchants were complaining that they had few visitors, those uptown had one of the best weeks of the season.

Most of the large wholesalers have already been to market, but there are some good ones yet to come. The department store men and retailers are now due, and there should be a good trade for another two months.

Many of the salesmen who have been at home waiting for customers who are in the habit of coming to the city are preparing to take the road, and from all accounts they will have plenty of business. This year more of the visitors took memoranda, promising to buy when the salesmen came, than is customary. This was particularly true regarding dinnerware. Why buyers should prefer to select fancy goods in New York and buy their dinnerware from the travelers is a mystery; but a lot of them do.

The season in New York up to date has been much better than 1910, and the domestic manufacturers have found it even greater than the importers. Our reports from the factories indicate a large volume of business, both in pottery and glass; and so great has it been in the latter industry that complaints have been made of a shortage of workmen.

The local representatives of domestic manufacturers have not received as much benefit from the large influx of buyers who have been in New York the last two months as was expected. These visitors as a rule come to buy foreign goods, and do not spend much time looking at domestic wares. Owing to this and the fact that the city and nearby trade have not bought extensively, the local agents have done only the usual business.

Retail trade, while not rushing, is fair. In the country it is reported very good.

The Government's first bulletin on the crop prospects is decidedly encouraging. The weather has been all that could be desired, and in every section bumper yields are expected. Last year at this time, while in the aggregate good returns were expected, there were sections where conditions were unfavorable. This year there are no such spots anywhere.

One of the signs of the times is that men engaged in big affairs who were pessimistic last year have turned completely around and are as optimistic as possible.

The general outlook is for a good trade throughout the year.

Trenton. Trade is as brisk as ever, with not the slighest indication of a let up. Several large orders were placed during the past week for dinner ware. Specialties and novelties are also moving with noticeable rapidity.

East Liverpool and Vicinity. While a fair amount of business is being handed the Western pottery manufacturers, there is no denying the fact that they could take care of a still greater volume without very much more exertion.

Pittsburgh and Vicinity. One word—spasmodic—characterizes the condition of the glass business in so far as the Pittsburgh manufacturers are concerned. One day orders are very plentiful, and the following day there is a falling off. The third day brings nothing to speak of, and then business takes a spurt. However, there are enough orders on the books to keep all plants on the active list, and the manufacturers are not complaining. An improvement in collections is noted.

JONATHAN COXON PASSES AWAY.

THE funeral of Jonathan Coxon, one of the most expert potters of the country, took place from his late home in Trenton, N. J., on Monday afternoon. Mr. Coxon died last Thursday, following an illness of eight weeks, aged sixty-eight.

The deceased came from a family of potters, and was recognized, both in this country and Europe, as an authority on ceramics. Not alone was he a pioneer in this section in the pottery busines, but he established the first potteries in East Liverpool and other cities of the West. He could make anything in his line of business and was particularly gifted in the matter of statuary. In the art of coloring Mr. Coxon was without an equal, and as a chemist in connection with the business he occupied a field alone.

He was born at Longton, England, July 5, 1843. Six years later he came to America with his parents and located in Baltimore, Md. Graduating from the grammar school there at the age of thirteen, he entered Bennett's queensware factory in that city. In 1863 the family went to Trenton, and the elder Coxon, under the firm name of Coxon & Thompson, manufactured C. C. and white granite. Upon the death of his father, in 1868, Jonathan assumed the management of the business. Mr. Thompson sold his interest in the firm to Bateman & Darrah, who with Jonathan Coxon entered the new concern Mr. Coxon became the first manager of the Mercer Pottery and manufactured the first bodies and glazes. While engaged there he resigned to act as attorney for his mother's half interest in Coxon & Co.'s pottery. He held that position until the plant was sold to Alpaugh & Magowan. At that time the name was changed to the Empire Pottery.

M.. Coxon next became an instructor of fine arts in the Faience Art Co. of Brooklyn. He later severed his connection with that concern to become superintendent of the Glasgow Pottery in Trenton. Here he remained for a few years until he formed a partnership with John Leuckel and Andrew Cochran to manufacture sanitary and plumbing supplies These three started the Equitable Pottery in South Trenton, of which plant Mr. Coxon had full management of the body and glaze departments. At the end of five years of successful business they disposed of the plant to the Trenton Potteries Co. Mr. Coxon, desiring to retire from active work, refused to accept an offer to act as general manager for the company which absorbed the Equitable plant. The life of retirement was not to his liking, however, and a few years later he established the Electrical Porcelain Mfg. Co., which he successfully conducted for several years, when he sold out his interest and retired.

John P. Gallagher, who had been employed at the Greenwood Pottery, Trenton, for the past twenty years, died rather suddenly at his home in that city last Friday. His death was a great shock to his many friends, as he was ill but a few days, and was on the street the day before he died.

BUSINESS BRIEFS.

F. W. Woolworth & Co. have opened a five and ten cent store at Long Branch, N. J.

* *

Kirby's five and ten cent store at Danville, Va., suffered $10,000 loss in a recent fire.

* *

The United Five and Ten Cent Stores Co. has opened a branch at Fitchburg, Mass.

* *

M. J. Krause has purchased the housefurnishing business of W. J. McCallum, at Fond Du Lac, Wis.

* *

Charles W. Thompson, Torrington Conn., has sold his five and ten cent store to Frank E. Braman & Co.

* *

Harris International Lamp Co., Cooperstown, N. Y., has been incorporated with a capital of $25,000 to deal in lamps, fixtures, etc.

* *

Clifford W. Howden, proprietor of a five-and ten-cent store at Pen Yan, N. Y., has filed a petition in bankruptcy showing assets of $3,050 and liabilities aggregating $3,833.31.

The New York Crockery and Glass District.

NEW interest was injected into the question of whether or not the trade is to move uptown by the interviews we published last week. Inquiry among buyers as to their views on the subject result in the aggregate to the effect that it does not matter to them whether the trade is downtown or uptown; but they object to having it scattered. One said: "I usually spend from six to ten days here on import business. This year the work took two weeks, as I had to visit Fourth street and University place, Sixteenth street and Irving place, Eighteenth street and Fourth avenue, Twenty-third street and Broadway, Twenty-seventh street and Fourth avenue. And not in that order, either. I had to jump from Barclay street uptown, and then back again, then uptown again. And when we have to go to Thirty-seventh street it will be harder yet."

There is an overflow of good things in Austrian china at the Strobel & Wilken Co. The designs are without exception snappy and full of life, on a fine quality body, and the prices are very reasonable. The dinnerware display is the largest in the history of the concern.

Bawo & Dotter are making a great exhibit of Crown Derby china. Some of the plates are exquisite examples of pottery painting in modern design, and there are some beautiful things in characteristic Derby effects. Their new shape in French china is a big success.

Fine gold incrustations on French china dinnerware are shown in a section of the display rooms of Wm. Guerin & Co., on Park place. The decors vary in width from the popular narrow band to the widest for which there would be a demand. Andre Guerin, who has been here for a time to meet the trade personally, is responsible for the excellent taste reflected by the selection of decors so suitable for the American market.

The quality of glassware for table use in the home has been steadily advancing year by year. Gaudy designs and imperfect manufacture have given way to finer quality metal with artistic decorations. The line shown by A. Gredelue is of the latter type and ranges in price from the moderate to the very expensive. The new treatments in combination gold, enamel and etchings are striking and original. Many novelties are on view.

During the past week the local office of the Goodwin & Kintz Co. has been in receipt of many new portables for both gas and electricity. The line of stands in cast, wrought iron and solid brass is especially strong on moderate and cheaply priced goods

Charles L. Dwenger continues to have a good business on his "Classic" dinnerware service. This is made of the finest imported china, having an exceptionally good body, and the shape is very pleasing to the eye.

C. B. & J. Warner, New York agents for the Turner & Seymour Co., are showing a very large and varied line of plateaux. The painstaking attention given to the smaller details of manufacture has made this line a justly popular one. The assortment on view includes plain and elaborate pieces suitable for every purpose.

Edward Boote has just received from Wood & Son, England, several new patterns in hotel ware. They are unusual in design, but in exceedingly good taste. He has also received from Gibson & Sons several new designs in teapots. One of them, called the Aunt Betsy, recalls old memories, as it is shaped like those our grandmothers used. A modern style has an infuser attachment—in other words, a receptacle for the tea—which can be lifted out so that the beverage may be served directly from the pot.

The sales on "Oriflamme" ware are reaching high water mark, according to Robert Slimmon & Co. The large line of samples on view at the warerooms is full of artistic pieces and odd designs in udique colorings. The ware is in a class by itself. The firm are also showing a large line of English earthenware from

Bourne & Leigh. The "Royal" shape, which is shown in dainty color designs as well as in plain underglaze prints, is particularly attractive. Some good acid etched patterns and gold bands are also displayed. Of course the Blue Willow on the old Nankin shape is on view. This is one of the standards that always sell.

On or about May 1, Shapiro & Aronson, fixture manufacturers, will occupy the entire building at 20 Warren street for their general offices and showrooms.

Members of the crockery trade contributed $1,115 to the Saturday and Sunday hospital collections. Besides helping the good work by their gifts, contributors are entitled to the use of a bed for one patient in any hospital which they may select. The trade responded liberally to the appeal, as it always does for any philanthropic object.

The American Art Glass Co. are putting on the market a new inverted gas burner which they call a miniature arc light. Among the features claimed for it are perfect combustion and an equal and steady white light under any pressure of gas, either natural or artificial. It is especially recommended for use under large domes where a brilliant light is needed, thus bringing out the beautiful effects of the art glass and at the same time diffusing the rays throughout the room. This burner, which has been developed after years of study, gives a light equal to two 100-watt tungsten lamps.

AT BOSTON.

THE suggestion in our last issue in regard to the "quality" promotion of crockery and glassware was very favorably received. When a house has a "quality" reputation it can secure a much better price for the same standard goods than one which is chopping prices all the time. Quality advertising works both ways—by securing a good profit in the first sale and establishing the desired character in public opinion. Not a concern in this city is waging a campaign outlining the serviceability of good dinner sets; it's always the cheapness. A firm deftly exploiting the merits of good crockery and glass would be amply recompensed. And if it becomes contagious it means so much more for the uplift of profits.

Charles Kaiser, of Morimura Bros., New York, was here this week on matters connected with their new permanent display rooms. They have not yet engaged a manager, who, Mr. Kaiser says, will be a Bostonian.

R. H. Stearns & Co. are having a big sale of the private collection of historical china of Nathan A. Metzger of New York. Geo. H. Wood, buyer, reports a big demand for lighting fixtures.

Eddie Hamblin, formerly glass buyer for the R. H. White Co., but now with a New York glass house, writes that he will be here soon.

S. M. Averill, lamp buyer for the Jordan-Marsh Co., is absent for a few weeks to recover his health. Miss Ella Sheean, assistant buyer, returned this week following an extended illness.

"Tom" Cannon, formerly buyer for Edward Malley Co., New Haven, Conn., greeted a number of his friends this week.

Joseph Machler, with George Peck & Co., Pawtucket, R. I., paid one of his occasional visits to the district this week.

William R. Claflin has just received his new line of lamp shades. He reports a good business with the cut glass line he has recently added.

The Jones, McDuffee & Stratton Mutuul Benefit Association held its sixth annual meeting and ball last week. Jerome Jones, president, presented a good sized check in aid of the cause. Guests of the evening were Jerome Jones, S. P. Stratton and C. W. Barnard. The officers of the Association are: president, Peter McCue; vice-president, May Healey; secretary, H. P. Thayer; treasurer, C. H. Hersey. They have over two hundred members, with over $1000 in the treasury. The organization provides both sick and death benefits.

A local buyer this week was Mr. Ellis, with Almy, Bigelow & Washburn, of Salem and Beverly.

W. C. Lynch, with the Taylor, Smith & Taylor Co., East Liverpool, skipped over from New York for a few hours last week to say "hello!" to some of his Boston friends.

Harris Alkon, for over twenty-five years traveling for Hillson & Co., tinware, and well known in crockery circles, passed away at his home in Everett last week.

"Electric" J J. Dunn and "Oil" J. W. Power, exponents of the Pittsburgh Lamp, Brass and Glass Co.'s products, have left for a jaunt through Maine.

R. A. Isley, glass buyer for Barnard, Sumner & Putnam Co,, Worcester, Mass., was a visitor to the Hub last week.

Geo. A. Granville now has his tumbler line artistically displayed. He says his new portables are blazing a wide sales path with the trade.

Two returning trade members who have been

away for a week are J. Frank Hinckley and John J. Reed, and two about to depart are M. A. Lovell, with the United States Glass Co.'s line, and Geo. K. Marshall with the Fostoria Glass Co.'s samples.

IN TOWN.

Abbreviations—c, crockery; g, glass: hf, housefurnishings; l, lamps; t, toys; s, silverware.

THE following buyers have reported in town since our last issue:

R H Gale, with W Taylor, Son & Co, c, t, Cleveland. 51 Leonard.

John W Boston, with "Famous," hf, t, St Louis. 4 Washington place.

L C Moses, with Herzfeld, Phillipson Co, t, Milwaukee. 31 Union square.

Leo Goodkind, with Manheimer Bros, c, g, St Paul. 320 Church.

John Quincy Adams, with Cleland, Simpson Co, c, g, Scranton. Herald square.

J D Evans, with Roskek Bros, Co, hf, Dubuque. 45 East 17th.

John J Jacklin, with Rothschild & Co, c, g, Chicago. 215 Fourth avenue.

J Westwater and M Lannon, of J M & W Westwater, c, g, Columbus. Wolcott.

N F Hens, of Hens-Kelly Co, t, Buffalo. 31 Union square.

Miss K Walker, with Stix, Baer & Fuller D G Co, t, St Louis. 114 Fifth avenue.

J W Bowman, of Bowman & Co, t, Harrisburg. Imperial.

W D Broome, with Wm Barie D G Co, t, c, Saginaw. New Grand.

H E Kline, with Watt & Schand, c, hf, Lancaster. 55 White.

E J Cords, with H E Bauch, hf, c, Milwaukee. 684 Broadway.

A F Meter, with J V Farwell Co, t, Chicago. 72 Leonard.

W B Gormley, with Kroeger Bros, hf, c, Milwaukee, Cumberland.

Miss J McDougall of W T McDougall & Co, Hamilton, Canada. 333 West 23rd,

E Eckhaus, of E Eckhause c, g, Baltimore, Md. Empire.

F M Featherley, of F M Featherlev, c, Syracuse. Herald square.

J Imbus, with Geo W McAltin Co, c, hf, t, Cincinnati. 214 Church.

V Mosby, with E B Tay Crockery Co, Richmond· Yorke.

W L Percy, with Dobbs-Web Co, c, Atlanta. Albert.

L B Lilienthal, of Lilienthal Crockery Co, Atlanta. 874 Broadway.

H Siegel, with Joel Gutman & Co, c, g, hf, Baltimore. 78 Grand.

E Wade, with W M Whitney Co, c, g, Albany.

SUNSHINE on Mirrors—Sunshine is destructive to mirrors. It causes the glass to assume a milky appearance, and the mirror will never be so clear again in spite of whatever is done to it.

MONTHLY SUMMARY OF IMPORTS.

THE imports of earthenware, stone and china ware for the month of December, 1910, compared with the same month in the preceding year, were as follows:

	1909	1910
Great Britain	$173,470	$205,797
Austria	62,4 8	52,556
France	128,179	1?2,878
Germany	2 8,179	288,794
Japan	56,169	50,177
Other Countries	29,475	31,369
Other Europe		
Total	$668,349	$786,571

FOR TWELVE MONTHS ENDING DECEMBER.

	1908	1909	1910
Great Britain	$2,566 040	$2,669,7 5	$2,757,234
Austria	943 746	812,631	726,713
France	1,708,286	1,840,250	1,806,867
Germany	3,972,8?6	3,721,028	4,412.969
Japan	1,188 650	1,187,822	1, 46,705
Other Countries	2.9,954	311,402	369,038
Other Europe			
Total	$10,639,512	$10,542,878	$11,819.526

TOYS

	1909	1910
Germany	$197,625	$?98,339
Other Countries	37,631	47,693
Total	$235,256	$34?,032

FOR TWELVE MONTHS ENDING DECEMBER.

	1908	1909	1910
Germany	$4,571,482	$5,491,635	$6,789,517
OtherCountries	487,722	570,687	776,013
Total	$?,059,204	$6,062,822	$7,565.530

GLASSWARE.

DECEMBER		FOR TWELVE MONTHS ENDING DECEMBER		
1909	1910	1908	1909	1910
$295 018	$163,543	$2,694,426	$3,429,104	$3,249,359

ARTICLES OF METAL ENAMELED OR GLAZED WITH VITREOUS GLASSES.

DECEMBER		FOR TWELVE MONTHS ENDING DECEMBER		
1909	1910	1908	1909	1910
$526,817	$418,751	$3,831,250	$5,689,072	$6,997,878

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

Published Every Thursday

BY

WHITTEMORE & JAQUES, Inc.,

92 West Broadway, New York.

EDITORIAL ROOMS, TEL. 5092 BARCLAY.

MECHANICAL DEPT., TEL. 5086 BARCLAY.

SUBSCRIPTION RATES, INVARIABLY IN ADVANCE:

United States	$2.00
Canada	3.00
All other foreign countries in the postal union	4.50
Single copies	.10

In remitting subscriptions please send Postal Money Order.

Make all checks and drafts payable to Whittemore & Jaques, Inc. Out-of-town checks should bear the words "With New York Exchange"

Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, MARCH 9, 1911.

THE New York crockery trade is extremely gratified over the decision of the War Department to permit the extension of the Chelsea Piers. Boston, which has been very active in striving to get the transatlantic business in case these piers were refused, will find a little consolation in the fact that one of the biggest freight carriers afloat has been assigned to that port. The new Cunarder "Franconia," specially built for the Boston-Liverpool trade, arrived in New York this week, and after a winter cruise to the Mediterranean will be put on the Boston line.

Another matter of interest to crockery men is that the freight rates which were advanced by several of the railroads have been ordered reduced March 10th. About fifteen trunk lines are affected by this action.

NEW CHINA VALUATION PLAN.

THE following statement was given out last week by Assistant Secretary of the Treasury Curtis:

"The Treasury Department for some time previous to the year 1908 had experienced great difficulty in arriving at the proper values for Limoges china, owing to the fact that there was no well established wholesale market value abroad. To obviate this difficulty the Treasury Department appointed a commission to go abroad and to confer with the Limoges Chamber of Commerce in regard to adopting some plan by which the values could be fixed on the various classes of goods. After thorough consideration of the matter and conference between the Treasury Commission and the Limoges Chamber of Commerce an agreement was drawn up which provided that what is known as the "Limoges list," which was practically the values set by the Limoges Chamber of Commerce, and which were satisfactory to the commission after its investigation, should be adopted. The agreement to adopt the rate list was reached on August 31, 1908, and the rate list was put into effect on the 21st of October, 1908. In general terms the rate list comprises fixed values for various grades of chinaware and various decorations, etc.

"This list and agreement has been in force since 1908 up to the present time, but during the past year the Treasury Department has had further investigations made and has felt that it was not a true basis for valuation, and, therefore, has decided to abrogate the agreement and make the appraisement of chinaware on the values found by the appraisers without regard to any list whatsoever except in so far as the prices of the Chamber of Commerce may be used, as other chamber of commerce lists are used, as a basis of judgment, and that if necessary section 11 of the tariff act will be invoked.

"The original agreement provided that the agreement should not be abrogated without due notice on both sides, and, therefore, the new order will not go into effect until May 1, 1911."

PERSONAL.

TALK about manners! Alfred B. Evans, with Meakin & Ridgway, is noted for his polite demeanor and unfailing courtesy; but one day last week he excelled even himself when he presented a visitor with a cigar on a fine Minton plate. Somehow the recipient felt that he had been honored a little more than if the gift had been taken from a vest pocket.

Albert Pick, of Albert Pick & Co., Chicago, sailed Wednesday on the Caronia for a two months' trip, accompanied by his wife and son.

"Jack" Wilson and D. L. Bostwick, with the George H. Bowman Co., left Sunday night to cover their respective territories. The former is off for Chicago and the West, while the latter will devote his energies to Michigan.

W. M. Andrews, of C. E. Andrews' Sons, New Bethlehem, Pa., is here making his usual tour in search of spring goods.

Everyone in the District knows that another year has passed by when N. T. Mellen and D. N. Hewes, of the Mellen & Hewes Co., Hartford, Conn., reach town and start in selecting spring goods. These two

gentlemen have been visiting the trade together for many years and are accorded a cordial welcome everywhere.

George W. Feldman, Franklin, Pa., proprietor of a rapidly-growing retail store, is making purchases in the District.

J. Parrish, buyer for E. B. Taylor, Co., Richmond, Va., arrived in town last week and began an extensive and thorough inspection of the sample lines here.

A. T. Rathbun, buyer for the John A. Roberts Co., Utica, N. Y., reports that his concern has everything in shape to move into the new building, and will do so in about a week. The new store covers the site formerly occupied by "Butterfield's," the old hostelry known to every knight of the grip.

Percy Leyland arrived on the Baltic Monday, and departed for Boston Wednesday night.

Jacob Joseph, of Jersey City, spent part of last week here fixing up his spring stock. Since his removal, about two years ago, from Hoboken to his present location his trade has been gradually expanding until he now has a first-class establishment and enjoys a good business.

C. F. Boehler, of the Seneca Glass Co., was in New York this week in consultation with Cox & Lafferty, who represent the line in this city.

George Hamilton left on Tuesday night for a trip through the Middle West.

Thomas E. Stutson, with Louis Wolf & Co., made a short visit to New York last week. He is the only man in the Boston directory of that name; neither is there one in New York. It is a distinction not often met with.

S Ehrlich, with the Hunt Cut Glass Co., who has been traveling through the Middle West, returned the latter part of last week.

A. H. Ledden, of Bates & Ledden, has completed arrangements whereby he will take care of the trade in Baltimore and Washington in addition to the metropolitan territory.

F. A. Hopton, with the American Brass and Copper Co., returned last Saturday after a ten weeks' trip through New York State and Pennsylvania.

Miss H. J. Zolki, china buyer for the Chambers Hardware Co., Oil City, Pa., came into New York on Tuesday morning. Miss Zolki is always more than welcome in the District, for, besides being well posted in her business, she has a charming personality. She is registered at the Imperial.

J. McCann, who travels for A. A. Vantine & Co., ran into headquarters last Thursday, and will leave again on Monday.

"Jack" Stone has taken a position with J. Morgan & Sons as city salesman.

Arthur J. Bennett, of the Cambridge (O.) Glass Co., who has been visiting the city, left for home Wednesday night.

The entire traveling corps of Maddock & Miller are planning to leave for their respective territories the last of this week.

H. R. Sherley, who came in from the Northwest a week ago, reports favorably as to conditions in that section. His route will extend to the Pacific Coast.

I. P. Hurlbutt, with A. A. Vantine & Co., who has been absent from the store for an extended period on account of illness, was well enough last Sunday to take a walk. This is the first time he has been outdoors since he was taken ill.

E. C. Kent, of the Kent Furniture Co., Petersburg, Va., was in the market this week, and reports a very large trade for 1910, with an excellent outlook for this year.

Jacob Hartmann and S. B. Clark, of the American Art Glass Co., left this week for their regular territories. Mr. Clark takes New York and Pennsylvania and Mr. Hartmann goes West.

Andre Guerin, of Wm. Guerin & Co., Limoges, who has been visitiag this country for a few weeks, is booked to sail for home next week.

Thomas Cannon, formerly with Edward Malley & Co., New Haven, is now located in Brooklyn, attending to the china and glass buying for Batterman's.

John Wiley, with the French China Co., left Monday night on a trip through western New York.

The multiplicity of "Bergens" is causing some confusion in cut glass circles. The Bergen Cut Glass Co. and the J. D. Bergen Co. both do business in Meriden, Conn. Bergen & Co. is the name of a new concern recently started in St. Louis, and J. D. Bergen, who organized the Meriden concern, is at the

head of it. The new firm, however, has no connection with the Meriden business.

⚜

Mrs. Dragon, of the art department of the Jaccard Jewelry Co., Kansas City, Mo., arrived in town Monday morning to place orders in the District.

⚜

George H. Service, with Kennard L. Wedgwood, left this week for a trip to New England.

⚜

William T. Murphy, manager of sales for J. Morgan & Sons, is very busy just now. The way some of the atest designs have been going has caused considerable extra work, fixing samples, etc., for the many local representatives, and most of the hard work falls on "Bill's" shoulders.

⚜

S. G. Judd, Stamford, Conn., reported in town on his usual trip.

⚜

Mr. Mansfield, of the Hopkins, Mansfield Co., Baltimore, was in New York this week on a hurried trip. He will be back March 18 to place import orders.

⚜

Ed. Butler arrived in Liverpool Wednesday on the Lusitania.

⚜

C. H. Taylor, of the Jewel Cut Glass Co., has gone to Florida for a short vacation. He deserves it, as he came from the hospital after his operation and went right to work.

⚜

William S. Pitcairn returned on Monday from a short trip to Boston.

⚜

Miss I. McDougall, with W. T. McDougall & Co., Hamilton, Ont., was one of the week's visitors. Miss McDougall is the daughter of the proprietor of this concern, and has been meeting with great success since she took charge of the buying end.

⚜

Edgar A. Unger, 76 Park place, has departed for an extended road trip.

⚜

W. C. George, of the W. S. George Pottery Co., returned this week from an extended trip to the West Indies much improved in health.

BIG FIRE IN MINNEAPOLIS.

A FIRE which did more than a million dollars' damage broke out in the Syndicate Block, Minneapolis, on Sunday morning. Among the sufferers were the Minneapolis Dry Goods Co., $350,000; J. B. Hudson & Son, $100,000, outside of the safe, which contained merchandise valued at $200,000, and Woolworth & Co., $20,000. The windows in Donaldson's "Glass Block" department store, across Sixth street, were shattered by the heat and a loss of $5,000 was also caused in this store by water. The New England Furniture Co., adjoining the Syndicate Block, suffered a loss of $10,000 by water from bursting hose that was run through the building. All are insured.

U. S. GOES AFTER "ELECTRICAL TRUST."

THE Department of Justice has begun action under the Sherman anti trust law against the General Electric Co., the Westinghouse Electric Co., the National Electric Lamp Co. and thirty-two other defendants, alleging that they had entered into a conspiracy in restraint of trade and praying for the dissolution of this alleged combination.

In a statement issued by the Department, it is intimated that the action is a friendly one and that the companies that are defendants have not interposed any objection to the investigation by the Government.

According to officials of the Department, this action is one of the most important brought by the Government since the suits against the American Tobacco Co. and the Standard Oil Co. were instituted two years ago. The electrical trust, so-called, is declared to have a capital stock close to $1,000,000,000 and is said to control practically all of the business in electrical supplies in the United States and the world.

The suit begun is against only one pool, which is a part of the alleged trust. There are at least sixteen other pools alleged to be controlled by the General Electric Co. and the Westinghouse Electric and Manufacturing Co. The incandescent lamp pool, the one sued, has an annual revenue of $18,000,000 and controls, so it is alleged, the sale of more than 97 per cent of the incandescent lamps manufactured in the United States.

The Government's petition alleges that the United States has been compelled to pay prices for its lamps dictated in advance by the combination, and says that carbon filament lamps which are sold to the people of this country for seventeen cents apiece bring only ten cents each in foreign countries.

"It is easy to see," says the Government, "what an enormous tribute is annually paid by the people of this country for their lamps to the combination."

There is no present intention on the part of the Government to bring criminal proceedings against the directors of the companies concerned in this combination. Officers of the Department admit that there are legal questions involved concerning patents which are too intricate to warrant any such action at this time.

Around the Glass and Lamp Factories.

Pittsburgh and Vicinity.

Molds of the old Crystal glass factory at Bridgeport, O., are being offered for sale, and this marks the end of the plant for glass manufacturing. It is reported that Wheeling and Bridgeport men will take over the property and use it for other purposes.

Tests have been made at the United States Glass Co.'s new plant—Factory "O." at Glassport—and operations will be started within a few weeks. There will be made here a line of general tank goods, such as beer mugs, cheap tumblers, jellies and packers' wares.

The Rochester Cut Glass Co has completed an arrangement whereby its complete line is being shown in Pittsburgh by Kinney & Levan.

A decanter is the latest addition to the "Puritan" rock crystal line of the McKee Glass Co. A full line of stemware is also being shown in this pattern.

The annual meeting of the Pressed and Lime Glass Manufacturers will be held in this city next week, at which time officers will be elected for the coming term. The matter of the summer stop will be taken up following the election of officers. After the general business meeting there will be a conference between the manufacturers and committees representing the workers to adjust some differances now existing in the making of a number of pieces.

A new handled molasses "can" is being shown by the Cambridge Glass Co. as an addition to the "Thistle" pattern.

A footed puff box is a new specialty just being placed on the market by the Pittsburgh Cut Glass Co., the blanks for which are from the Jefferson Glass Co. The cutting is neat, and as the blank is from the Chippendale mold the effect is very attractive. The square footed Colonial candlestick of the Jefferson is also being cut by this company.

Additional shops were put on by the Ripley Glass Co. this week. The company is now showing 175 shapes and sizes in confectionery and display jars. Machinery is being installed for the manufacturing of blown ware, and within a fortnight they expect to show samples.

Among the buyers here last week were H C Knapp, of the H. C. Knapp Co., Lansing, Mich., and E. A. Rood, with the Foster, Stevens Co., Grand Rapids.

"The sooner the department buyers get in their orders for spring stocks, the better off they will be in the end," said a sales-manager this week. "We have sent out letters to many buyers who are displaying more or less apathy in this direction, and showing them the necessity of anticipating their wants. Orders are piling up, and there is a steady demand. With the coming of bright weather buyers will crowd their factory orders, and manufacturers will be unable to take care of them. For a warning, I would say—buy early."

Michael Owens, the former Wheeling glass worker and later glass factory superintendent, and who perfected the Owens bottle, machine, has certainly come into his own The "Toledo Blade" says: Owens Bottle common, listed on the Toledo Stock Exchange, was bid for at 296 and offered at 300 on Tuesday, the last sale having been made at 298. Only a few years ago, holders of the preferred Owens issue were handed presents of common. At this time one man who held three shares of the latter is said to have sold them for $5. Another gave five or ten shares to one of the family servants as a Christmas present. From practically nothing to 300 assuredly is a fine jump."

Mount Pleasant, Pa,

Bryce Bros., whose reputation for fine glass is unexcelled, are working their factory for all there is in it. While the new designs brought out early in the season took from the start, and large orders were booked, the popular things of last year are selling freely.

Wheeling W. Va. The Central Glass Works are doing a splendid business and have just added some new stemware patterns that are beauties. One of them in optic effect with a drawn stem and foot will stand comparison with anything made anywhere.

AT CHICAGO.

CHICAGO jobbers in packing glass and pottery are much elated over the recent ruling of the Interstate Commerce Commission cutting down the stiff rate of $30 per car for carrying fruit from the Pacific Coast to Chicago in refrigerated cars. At that price the pottery and glass had to be shipped to the Coast so as to have the packing done there to save the onerous refrigeration charges on the fruits, thus involving carrying charges two ways. But at the new rate of $7.50 they figure that the fruits and vegetables can be shipped to this point and packed here, saving the freight one way on the containers and also giving Chicago the sales of much larger quantities of the containers at an increased profit over anything they could expect from Pacific Coast sales.

*

Chicago crockery jobbers were made glad recently by the announcement that Uncle Sam would loosen up and buy for his own red men of the plains something over $1,000,000 worth of supplies in the Chicago market through the Indian Bureau at Washington, of which amount quite a large bill will be crockery of the heavier and plainer kinds.

* *

After selling off their entire stock the Chicago Heights Specialty Co. has surrendered its charter and gone out of the business of handling premium crockery for tea stores.

* *

The authorities have renumbered the street upon which Louis Wolf & Co.'s Chicago office is located, and hereafter their address in this city will be 315-321 West Adams street.

* *

Growing from small beginnings, the business of Albert Pick & Co., 199 to 213 Randolph street, has become one of the largest in the West. Lately Mr. Pick leased a plot of land 300 x 350 on the north side of Thirty-fifth street, between Centre avenue and the river, on which the lessors have contracted to build for the Pick firm a five-story and basement warehouse costing $350,000. This is to be used mainly for crockery storage and shipping. The present sales department is to be greatly enlarged and improved.

* *

Among the buyers of crockery, glass and silverware here during the past few days were: J. E. Kelso, of the J. E. Kelso Co., El Reno, Okla.; W. B. Winston, of Bennett, Winston & Hatfield, Sturgis, Ky.; J. Jerman, of the Jerman, Bauman Co., West Point, Neb.; J. N. Adams, with Burnett Mercantile Co., Del Rio, Tenn.; H. J. Charles, of H. J. Charles & Co., Knoxville, Ill.; J. A. Woltman, Nokomis, Ill.; H. J. Davis, of Dodge & Davis Co., Sparta, Wis; P. Pizer, of Pizer & Co., Alliance, Neb.; K. I. Haugen, Decorah, Ia.; O. J. Ruppe, of P. Ruppe & Sons, Hancock, Mich.; G. T. Broders, of Broders & Tagge Bros., Hartley, Ia.

SALT CELLARS MOST ANCIENT.

THAT salt cellars were in use in the most remote times is well known, as salt dates back far into the night of time. Homer qualifies salt as being divine. Among the Greeks and Romans it occupied the place of honor at banquets, and among the wealthy salt cellars were handed down from father to son. During the latter part of the Middle Ages the salt cellar was the most conspicuous object on the table. It was always placed in the center of the long table at which the household gathered, my lord and lady, family and guests being at one end, and the servants and retainers at the other, and in this way one's social position was at once apparent, the "gentlefolk" sitting "above the salt," and the yeomanry below it.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

TO	Shipments week end'g Feb. 18 '11	Corresponding period 1910	Exports Jan. 1 to Feb. 18,'11	Corresponding period 1910
Boston	61	141	1090	1075
New York	125	87	1572	1082
Baltimore	42	170	1055	1811
Philadelphia	224	25	744	801
New Orleans	14	40	184	214
Newport News			4	55
San Francisco	....	....	18	...
Portland (Me.)	20	45	342	435
Galveston	....	...	324	86
Portland (Or.)	....		....	....
Inland Points	22	139	231	378
Total	508	647	5564	5937

From the Freight and Shipping Circular of John Edwards & Co. Liverpool.

TO	Shipments week end'g eb 18,'11	Corresponding period 1910	Exports Jan 1 to Feb. 18,'11	Corresponding period 1910
New York	125	87	1461	1033
Boston	103	115	1027	831
Philadelphia	224	25	783	663
Baltimore	....	170	1050	1813
San Francisco	....		18	....
New Orleans	14	40	184	158
Portland (Me.)	20	3	210	165
Galveston	....	..	324	86
Newport News	....	....	4	55
Portland (Or.)	...	....	....	....
Inland Points	22	139	109	451
Total	508	579	5170	5255



East Liverpool and Vicinity.

With the erection of a nine-kiln pottery at Sebring and the building of a new yellow ware plant in the East End of this city, pottery construction in the West will take on a new lease of life. It is reported that Mills K. Bennett, a mold maker employed at the Standard Pottery, has conferred with the Board of Trade at Fairmont, W Va , concerning the building of a pottery there, but it is not thought this latter deal will go through. Last year only two new kilns were added to the local total kiln capacity.

* *

There appears to be a growing demand for plain prints for dinnerware treatments, and two potteries here have recently ordered copper plates for this work.

* *

Manufacturing potters located along the Ohio River have found that it pays to use filtered water in connection with work in the decorating departments. The Smith-Phillips China Co. have installed a large filtration system in order that pure water may be obtained.

* *

S. M. Ferguson, Jr., credit man for the United States Pottery Co., who has been suffering from a nervous breakdown for a month or more, is able to be at the plant again. A fortnight's stay at Cambridge Springs was of considerable benefit to him.

* *

The Potters' Co-Operative Co., has developed a remarkable business in assortment packages, the most recent assembled being known as the "Shower." This package contains 100 pieces, no two alike. W. C. Brown is having a very successful trip through the Western territory in the interest of this concern.

* *

Receiving more orders than they are shipping, and yet working their plant full time, is the happy condition at the office of the Smith-Phillips China Co. The demand for the open stocks in the "Princess" and the "St. Elmo" dinner shapes increases as the year grows older. Some excellent business is being received for these shapes in the form of matchings, which indicates that retail buyers are liberal in their purchases.

* *

Special underglaze treatments on their semi-vitreous hotel ware are now being made a feature by the Hall China Co. These consist of names of restaurants, hotels and clubs. As the company is the only one here making this character of underglaze hotel ware, the demand is growing.

* *

The Harker Pottery Co. has started operations in the former plant of the National China Co , which it recently purchased.

*

Cartwright Bros. are running their plant to capacity, and whenever it is possible additional workmen are put to the benches in the clay shops. February was a far better month for business this year than last.

* *

Sales for all lines of the Homer Laughlin China Co. are very good, and the big plants are continually on the active list. The variety of ware and treatments in the sample room of this factory is so extensive that large buyers have no trouble in making their selections.

* *

An important business change was announced here this week when J. R. Shawke bought the plant and business of J. J. Purinton, manufacturer of all kinds of steel tools for the clay workers and pottery packing departments. The Purinton business is the oldest of the character in the United States.

* *

W. T. Tebbutt, of the Crockery, Glass and Lamp Credit Association, is able to be out after a brief illness.

*

Although a report is current here that an effort is being made to form a combination among domestic pottery manufacturers, the majority of manufacturers deny that they have been approached. A meeting with this end in view is said to be scheduled for Pittsburgh soon.

Trenton. That the local manufacturers do not look for any depression in business is evident from the fact that several of the plants are now undergoing extensive improvements, while additions are being built to the International and Elite potteries.

* *

March 24 will mark the end of the present term of the School of Industrial Arts. After that date the school will be located in the handsome new Kelsey Memorial Building on West State street.

* *

Mr. and Mrs. Stephen A. Hedden celebrated the fiftieth anniversary of their wedding at their home here last Sunday night. Although seventy-four years of age, Mr. Hedden is employed every day at the Trent Tile Co.'s plant, where he has worked for many years.

Akron, O. In the opinion of the Robinson Clay Products Co. the passage of the Canadian Reciprocity measure would have a helpful effect on clay products. This company ships considerable ware into Canadian territory upon which a duty is charged.

Salt Lake City, Utah. It is possible that a pottery will be built at Murray, a town near here, during the coming summer. Eastern men are at the head of the movement, and have taken the matter up with the Murray Commercial club.

Cannonsburg, Pa. Operations will start in the new plant of the Cannonsburg Pottery Co at Alexandria, near here, April 1. Because of severe weather and delay in the delivery of materials and machinery, construction has been retarded to a considerable extent.

Parkersburg, W. Va. J. B. Laselle, formerly of East Liverpool, has completed the formation of the Laselle Art Ware Co. here, and a new plant for the manufacture of high grade art pottery is to be built. It is said that several well-known pottery salesmen and dealers in New York are interested.

COMPARE THE VARIOUS YEARS.

THE imports of earthenware, china, etc., for the past ten years were as follows:

1901—$ 9,816,974	1906—$13,564,289
1902— 9,839,034	1907— 14,219,648
1903— 11,582,013	1908— 10,639,512
1904— 11,656,686	1909— 10,542,878
1905— 12,199,677	1910— 11,319,526

IMPORTS AT NEW YORK.

Petaining to China, Crockery, Glass, etc., for week ending March 7, 1911.

ANTWERP

111	packages	glassware	B Gunthel
70	"	"	Miscellaneous Orders
44	"	chinaware	Bawo & Dotter
2	"	"	C J Dierckx
3	"	"	L Straus & Sons
18	"	"	E R Thieler
27	"	"	G F Bassett & Co
9	"	"	Miscellaneous Orders
14	"	toys	Strobel & Wilken Co
6	"	"	Frank & DeKeyser
6	"	"	Miscellaneous Orders

ROTTERDAM

76	packages	earthenware	Geo Borgfeldt & Co
83	"	"	L D Bloch & Co
35	"	"	Lazarus & Rosenfeld
48	"	"	Miscellaneous Orders

BREMEN

2	packages	glassware	L Straus & Sons
176	"	"	Miscellaneous Orders
20	"	chinaware	Strobel & Wilken Co
26	"	"	L Straus & Sons
5	"	"	Bawo & Dotter
41	"	"	Karl Hutter
17	"	"	Knauth, Nachod & Kuhne
228	"	"	Geo Borgfeldt & Co
13	"	"	C E Wheelock & Co
46	"	"	Miscellaneous Orders
10	"	toys	F A O Schwartz
158	"	"	Strobel & Wilken Co
47	"	"	Miscellaneous Orders

FIUME

3	packages	glassware	L Straus & Sons
11	"	"	Koscherak Bros

HAVRE

2	packages	chinaware	Haviland & Co
5	"	"	L Straus & Sons
2	"	"	Miscellaneous Orders
176	"	glassware	E Utard

HAMBURG

7	packages	glassware	Strobel & Wilken Co
7	"	"	Frank & DeKeyser
57	"	"	Miscellaneous Orders
452	"	chinaware	C E Wheelock & Co
35	"	"	Strobel & Wilken Co
138	"	earthenware	Geo Borgfeldt & Co
123	"	"	Miscellaneous Orders
91	"	toys	B Illfelder & Co
10	"	"	Strobel & Wilken Co

LIVERPOOL

20	packages	earthenware	Bawo & Dotter
8	"	"	E Boote
12	"	"	G F Bassett & Co
28	"	"	Maddock & Miller
17	"	"	Geo Borgfeldt & Co
4	"	"	Ed Butler
12	"	"	H C Edmiston
17	"	"	Meakin & Ridgway
9	"	"	George Hamilton
4	"	"	Fondeville & Van Iderstine
14	"	"	F W Woolworth
89	"	"	Miscellaneous Orders

SOUTHAMPTON

13	packages	chinaware	J H Venon
1	"	"	Theodore Haviland & Co
32	"	"	A G Moment
9	"	"	Bawo & Dotter
40	"	"	Miscellaneous Orders

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

23	packages	earthenware	Jones, McDuffee & Stratton Co
4	"	"	Richard Briggs & Co
2	"	"	Rowland & Marsellus Co
5	"	"	E Boote
11	"	"	F W Woolworth
4	"	"	Meakin & Ridgway
4	"	"	A W Chesterton

THE HOUSE'S DUTY TO THE SALESMAN.

A SALESMAN'S efforts can often be supplemented by the firm employing him. Proper attention and treatment of the customer by the house will certainly strengthen his position. There are so many ways. Setting aside the question of equipping a man with salable goods and proper prices, the attention an account receives by a firm in any and all of the departments of a business has a vast influence on the efforts of a salesman. Modern and thorough business methods suggest so many excellent ways of doing what is right and proper that it must be a careless man indeed who does not give this subject thought and attention.

And the house should not only give attention to those that the traveler sells, but those as well on whom he calls and does not sell. It is certainly important to give attention to prospective customers, and the firm can often put on the final touch needed to supplement the efforts of the salesman and open up a desirable account.

TRADE TIPS.

SOUTH MILWAUKEE, Wis.—William C. Kuhnke has bought an interest in the Costigan-Fitzgerald Co. Crockery and glassware will be handled.

Portage, Wis.—The Kitzke-Senger Hardware Co., has bought out the H. G. Lewis Hardware Co. Catalogues of glass and pottery sought.

Malden, Wash.—Snook Bros. have bought out A. W. Peterson. Now handling housefurnishings and may install crockery and glass department.

Cleburne, Texas.—Dickson Hardware & Furniture Co. will handle domestic pottery and want catalogues on electric lighting lines.

Kuntztown, Pa.—E. P. De Turk will handle cooking ware, portables and lighting goods, domestic pottery and imported china novelties. Catalogues sought.

Several of the largest stockholders of the Ft. Pitt Hotel Co., Pittsburgh, contemplate the erection of a ten-story hotel at Erie, Pa. A big order for hotel china and glassware is therefore awaiting someone. W. C. Pattison, assistant manager of the Ft. Pitt, is one of the new company.

Marble Falls, Tex.—R. H. Evans Co., incorporated with $100,000 capital. Will succeed Badger-McDonald Co. Housefurnishings, glassware and pottery will be handled.

Hinton, Okla.—Hinton Hardware & Jmpliment Co., formed with $30,000 capital. Will handle housefurnishings, and will likely carry domestic pottery and glass.

St. Pauls, N. C.—St. Pauls Hardware Co., capital $10,000, just formed to do retail business, and want catalogues on housefurnishings, glassware, domestic pottery and cooking ware.

Medford, Ore.—Medford Furniture & Hardware Co. will handle housefurnishings, domestic pottery and glassware.

Muncie, Ind.—Young Hardware Co., formed with $30,000 capital. Will carry domestic pottery, glass ware, housefurnishings and tin ware.

Danbury, Conn.—O. H. Meeker will carry housefurnishings and domestic pottery.

F. W. JENKINS & CO.,

42 Park Place, New York.

AVENIR LIMOGES CHINA.

Among the new samples for 1911 are several OLD CHINESE hand-enameled dinner ware decorations at moderate cost. If you are looking for "something different," interesting and practical.

— ALSO —

FOR IMMEDIATE DELIVERY.

SAMPLE SALE.

Preparatory to removal, are being closed out the samples of yesterday and five open stock dinner ware patterns.

F. W. JENKINS & CO., 42 PARK PLACE.

AT ST. LOUIS.

THE friends of Geo. G. Schaefering, buyer for the Enterprise China and Glass Co., will be glad to learn that he has recovered from a severe siege of illness, and is again at his desk making the boys happy by placing orders liberally.

Wm. Robertson and A. W. Shackelton, two jovial cut glass salesmen, were stationed at the Planters' Hotel last week—the former with the lines of John A. Nelson, Brooklyn, N. Y., and the latter for the O. F. Eggington Co., Corning, N. Y. Mr. Shackelton departed for Chicago; Mr. Robertson for Kansas City.

A. H. Bryant, of the Missouri Glass Co., is on his Eastern buying expedition this week.

A. J. Merklin, former secretary of the Westermann China Co., is now connected with the St. Louis Glass and Queensware Co. The company's January business exceeded that of the corresponding month last year thirty-three per cent. February also showed an improvement on the trade volume of February. 1910.

Wm. T. Darden, representing Edward Butler, importer of English china, New York; J. E. Kennedy, of the Roseville Pottery Co., Zanesville, O , and W. B. Lasure, of the McKee Glass Co., Jeannette, were quartered at the Southern Hotel last week.

Glass and crockery salesmen arriving here from Kansas City report a fair business in that metropolis, both in the jobbing and retail trade. As to St. Louis, they report unusual disappointment.

SPECIAL NOTICES.

The cost of advertisements under this heading is $1 for the first and fifty cents for each following insertion for each half inch of space (30 words). PAYABLE IN ADVANCE.

HELP WANTED.

WANTED—Salesman to carry a high-class article as a side line in the South, West and Coast. Address Box 753, this office.

WANTED—A traveling salesman of ability, who has clean record and can "make good." To such a good salaried position is open, for sales force is being increased. Want to hear from only live men. Address in confidence, TRENLE CHINA CO., East Liverpool, Ohio.

SITUATIONS WANTED.

WANTED—A position to travel for wholesale crockery house, or a large crockery manufacturer. Have had thirty years' experience selling crockery, glassware, etc., on the road (for two firms). Would prefer Montana and Dakota, having traveled in these States seventeen years, and have a large trade established there Can give the highest class references. WM. HEGGUM, P. O. Box 169, Minneapolis, Minn.

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Kupper, Herman C..... 1
Kinney & Levan, Cleveland .....
Moment, Alfred G..... 28
Morimura Bros..... 5
Pouyat, J., Co..... 4
Porcelaines G. D. A 7
Paroutaud, Adolphe, Limoges, France..... 7
Palme, Julius.....
Strobel & Wilken Co..... 8
Slimmon, Robt., & Co..... 9
Thieler, E. R..... 28
Venon, J. H 28
Wolf, Louis, & Co 6

Lamps and Brass Goods

American Art Glass Co..... 9
Bradley & Hubbard Mfg. Co 32
Consolidated Lamp & Glass Co., Coraopolis..... 7
Goodwin & Kintz Co., Winsted, Conn..... 30
Manhattan Brass Co 31
Miller, Edward, & Co 32
Morgan, J., & Sons.....
Plume & Atwood Mfg. Co 32
Pittsburgh Lamp, Brass and Glass Co 32
Turner & Seymour Mfg. Co 31

Cut Glass

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St. Louis Crystal Glass Co..... 30

Domestic Pottery

Cartwright Bros, Co., East Liverpool ...
Guernsey Earthenware Co., Cambridge, O 31
Mayer Pottery Co., Beaver Falls, Pa..... 31
Weller, S. A., Zanesville, O 29

Glassware

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Central Glass Works, Wheeling, W Va 26
Duncan & Miller Glass Co., Washington, Pa..... 29
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Hollis, Harry B., Boston.....
Murray, Jas. J., & Co., Philadelphia 29
Potomac Glass Co.....
United States Glass Co , Pittsburgh 2
Williamsburgh Flint Glass Co 30
Westmoreland Specialty Co., Grapeville, Pa.....

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Roessler & Hasslacher Chemical Co..... 30

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Jones Bros 30
Robert Rawsthorne Engraving Co., Pittsburgh 30
Time and Energy Co., Chicago.. .....

CROCKERY AND GLASS JOURNAL

NEW YORK, MARCH 16, 1911.

THE CONDITION OF BUSINESS.

New York. The dullness of last week's trade gradually vanished, and this week's business has been moderate and steady Coming after the big rush, the amount seems small, but in reality there is a fair trade doing. It has probably been the shortest import season ever known, for everybody came at once. But as long as they all bought, while it inconvenienced in some measure the importers, the results were the same as though the time had been spun out.

The traveling men have started on their tours, and reports from them so far are eminently satisfactory. If the ratio of their sales keeps up there will be little to complain of. Mail orders, too, have been very good, so there seems to be no reason why cheerfulness should not obtain in the warerooms.

Raw material dealers say they are as busy as can be supplying everything which goes into the making of both crockery and glass. Nothing could point more decisively to conditions with domestic manufacturers.

Retail trade in and around New York is rather puzzling. One day we hear that it is good; another that there is nothing doing. A few houses say they are ahead of last year; others that they are only about even. From interior points returns are better. Perhaps there are more stores to cater to the consumer in New York in proportion to its inhabitants than in other locations. That would make it seem that the metroplis was not doing its full share, while in reality the bulk consumed would probably be fully up to the ratio.

General conditions continue favorable, and there is no reason to vary the opinion that a good business is in sight for the crockery, glass and lamp dealers.

Trenton. While last week's reports show a decrease in business over the preceding one, the difference did not occasion nor justify any complaint from the local manufacturers, who without exception have been busy from the first of the year until the present time. The best lines are still moving steadily, and conditions generally are very satisfactory.

Boston and Vicinity. Business as a whole in New England is reported as only "fair." Big cities like Springfield, Worcester, Portland, Providence, Manchester and others that are the target for every traveling man are reported "quiet," whereas the small cities and towns that are of seemingly little importance yield the best results.

St. Louis, Mo. There is a slight but noticeable improvement in the crockery and glass trade here, but there is still room for improvement. A few houses report trade good,

while others say it is the reverse. The cheaper grades of ware seem to move fairly lively; but a large percentage of this business cannot be very profitable at the prices quoted.

Wheeling and Vicinity.

Glass and pottery manufacturers in this district are not complaining. The former are working about 85 or 90 per cent of capacity, and the same may be said of the pottery industry. Orders are for general lines, although staples may be said to have the lead in demand.

East Liverpool and Vicinity.

Business among the upper Ohio Valley potteries remains in about the same condition as last week. One day new business is exceptionally good; the next there is a dearth of orders. However, there are no idle plants. Salesmen are doing very well on the road, and mail business is holding up well.

Pittsburgh and Vicinity.

Business among the glass manufacturers continues spasmodic. Letters from salesmen and from buyers direct, however, are of an optimistic character. An improvement in collections is noticeable.

AT PITTSBURGH.

COUNTRY buyers have been visiting local jobbers' sample rooms in good numbers during the past fortnight, and as a result some excellent business has been booked. Extra salesmen have been put on in some cases.

"Jack" Hines registered at the Colonial-Annex late last week, and was warmly greeted. His display of dinner patterns was the largest made here for several trips.

S. P. Pletcher was registered at the Anderson with the S. A. Weller Art Pottery Co. lines. "We have been having a very good business this season and the new creations are proving popular," said he. He went to Philadelphia from this city.

Charles Ellis is at the Colonial-Annex with the George H. Bowman Co. lines, assisted by E. J. Vigneron, who is handling the toys.

W. W. Lang, in charge of the local offices of Kinney & Levan, has completed the remodeling of the spacious sample rooms, and the display is the largest and most attractive ever made in this city. Many new patterns are displayed in imported lines. Cut glass from this firm's own factories is being made a feature. In lighting effects, such as domes, shades, showers and portables, a host of new treatments is being displayed.

Thomas Neely, of the Boggs & Buhl stores, had a special sale of Japanese vases last week which crowded the department. They were sold at $1.50 each, and an exceptionally large assortment was speedly cleaned out.

NEW MEMBERS.

AT a meeting of the executive committee of the Crockery, Glass and Brass Salesmen's Association last Saturday morning the following were elected: Chalmers Buon, Fred W. Sanders, Arthur W. Kopp, Edward W. Hammond, D. H. Prosser, James W. Maskell, Walter W. Church, Kenneth P. Lockett and Frank W. Jennison.

The resignations of C. P. Holland and H. L. Philips were accepted and the death claim of William A. Crocker was ordered paid.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

TO	Shipments month end'g Feb. 25, '11	Corresponding period 1910	Exports Jan. 1 to Feb. 25,'11	Corresponding period 1910
Boston	672	734	1298	1263
New York	755	646	1711	1267
Baltimore	938	1348	1614	2366
Philadelphia	391	445	807	902
New Orleans	60	115	185	215
Newport News	2	....	6	55
San Francisco	....	....	18	
Portland (Me.)	106	219	373	487
Galveston	7	72	324	133
Portland (Or.)	....	....	....	..
Inland Points	192	353	279	470
Total	3123	3932	6615	7158

From the Freight and Shipping Circular of John Edwards & Co. Liverpool.

TO	Shipments week end'g Feb 25,'11	Corresponding period 1910	Exports Jan 1 to Feb. 25,'11	Corresponding period 1910
New York	134	223	1595	1256
Boston	208	188	1235	1019
Philadelphia	63	199	846	862
Baltimore	559	590	1609	2403
San Francisco	....	....	18	....
New Orleans	1	1	185	159
Portland (Me.)	31	40	241	205
Galveston	....	25	324	111
Newport News	2	....	6	55
Portland (Or.)	....	....	....	....
Inland Points	...	92	109	543
Total	998	1358	6168	6613

The New York Crockery and Glass District.

The first thing that strikes the eye of the purchaser in search of dinnerware is the shape. When this makes a favorable impression the sale is half won, assuming that the quality of the ware and decorations are up to the mark. Among his lines of fine china Herman C. Kupper has two shapes, the "Lorraine" and the "Nancy," that are distinctly out of the ordinary and show up the decorations to good advantage. They are among the best "good things" to be found in the District.

The Strobel & Wilken Co. are showing large lines of dinnerware, both sets and open stock patterns, in exclusive border and floral designs. They give control of these under proper conditions. They also have a variety of tea sets in the same category. The lines run from simple designs at low prices to medium and high grade goods.

Bawo & Dotter are calling especial atttention to Decor 7535 on Elite French china. This decoration is one that appeals to a refined taste. It is delicate and yet sufficiently pronounced to have character. The colors are excellent and the price is moderate. It has sold from the start and continues to bring in repeat orders.

Orders are coming in with such rapidity at the showroom of Cox & Lafferty for the New Method Art Glass Co.'s portables and hanging fixtures that it has been found necessary to largely increase the force of workmen at the Pittsburgh factory. A multitude of new designs are now in course of preparation for exhibition in the local wareroom

Robert Slimmon & Co. are showing a new shape from the Upper Hanley Pottery Works called "The Leaf." One of the striking decorations is the flow blue Madras with gold edge and also with illuminations. There are several border and small patterns in different colors, some treated with gold, and a revival of the old lustre pattern that was successful forty years ago. From Weatherby's come some high class designs, including one in Indian tree colors and effects, although it is not the old Indian tree itself. The Hudson pattern is shown in peacock blue with gold edge line and sprig. The Maltese, which is "known and read of all men," continues to be as salable as when it was first brought out.

"Mettlach" ware is becoming more and more popular through the extensive advertising campaign now being carried on in the magazines. The ware needs no introduction to buyers visiting the local market, and is reported by E. R. Thieler to be a rapid seller. Many novel pieces with striking decorations, including a number of steins and fancy articles, have recently been added to his display.

The latest samples of "Luneville" earthenware, shown by Fondeville & Iderstine, have been the object of much admiration. The ware is original in shape, with unique decorations in strong colors. The display is large, and the goods moderately priced.

Julius Palme has made an addition to his dinnerware patterns of new and attractive decors on Austrian, Bavarian and Silesian china. The fancy goods from the same factories form an immense display, primarily for the jobbing trade, but extremely attractive for the retailer who imports direct.

Now is the time when the housewife overhauls her stock of vases for the proper display of Easter flowers. The Fostoria Glass Co. are showing one of the largest selections of pressed and blown glass vases to be seen anywhere. The number of different styles makes it easy for buyers to select designs that appeal to their fancy. Prices are moderate throughout the line.

Buyers have hitherto found it difficult to secure Japanese toilet sets that had not a certain sameness which has charecterized them for years. Morimura Bros. are now displaying an extensive line of these in new shapes and decorations. The flat pieces are

beautifully colored, with just enough gold to give a rich effect. There are many styles, and all at very low prices.

It would be a pretty hard thing for a buyer to visit William Dealing and not leave an order for the Cambridge Glass Co.'s "Thistle" pattern. This pressed glassware has a very fine finish in rock crystal effect. It is not cheap looking, although offered at a very moderate price.

Orders are being booked in a very satisfactory manner by A. G. Moment for his new line of "Redon" china. The white and gold incrusted patterns seem to be favored somewhat, although the fine selection of spray designs and artistic borders are by no means ignored. The quality of the body of this ware has also been a big aid in the making of new friends.

The fine arrangement of the sample line of electric fixtures does much to enchance the beauty of the showroom of E. Torlotting, local agent for the St. Louis Crystal Glass Co. For the buyer of stemware there is an extensive showing in deep acid etchings, rock crystals and incrustations. The display is full of live ideas that ought to mean money to the wide-awake buyer.

The mosses and ferns artistically arranged in hanging shells and hammered brass fern dishes by the Mosfern Co., this city, are really beautiful decorations, and are selling fast. They are not affected by either heat, light or moisture, and retain their natural green color under all conditions.

The increasing demand for shower lights has caused J. Morgan & Sons to prepare a dozen new styles of shades suitable for this type of fixture. The shaping and decoration of this new glassware are a distinct departure from anything the company has heretofore done. Some very pretty floral effects with particularly good shadings are seen, while the reconstructed conventional designs are becoming quite popular. The most novel, however, are the Japanese effects, in finely harmonizing colors. The new line is made to meet the demand for popular priced goods.

BUST TO DUST.

A maid with a duster
Once made a great bluster,
A-dusting a bust in the hall;
And, when it was dusted,
The bust it was busted,
And the bust now is dust.
That is all.

AT CHICAGO.

UNDER the reorganization plans of the Marshall Field Co., as told elsewhere in this issue, a number of the high mark efficiency men are to be let into the company as shareholders. When Chapin A. Day recently retired as treasurer the company bought his stock to distribute among the most loyal and efficient of its employees, in which distrlbution Grant Garnsey, the crockery buyer, of course shares.

Several buyers of crockery and glass from distant points who had purchased stocks of decorative and table wares and then returned to their homes after giving shipping instructions have since been notified that everything in the cars known to have contained their goods was probably demolished by the Rand power mill explosion at Pleasant Prairie recently, which caught many fragile shipments on sidings within the shock zone and smashed their contents. It is estimated that $100,000 will hardly cover the loss involved in crockery and glassware alone which the powder company must pay for if it carries out the promises of its officers to make good all damage from the explosion.

L. E. Adams, of Adams Brothers Co., left Saturday for about a month's trip to New York, Pennsylvania, New Jersey and West Virginia manufacturing points.

Salesman T. M. Stearns, of the Burley Co., will stop off at Salt Lake on his way to the Pacific coast in quest of orders.

Salesman P. M. Bandow, of the hotel supply department of Mandel Bros., has started out on a long selling trip up through the Northwest.

Among the buyers in town were: J. D. Kellpuck, with Sewell Merc. Co., Driggs, Ia.; C. M. Stone, of Stone Co., Mangum, Okla.; J. H. Steck, Owosso, Mich.; R. L. Gebhart, Louisville. Ky.; H. J. Cornwall. Plain View, Minn.: E. Ehrenfeld, Clinton, Ky.; J. C. Gully, of Gully & Blake, Mangum, Okla.; L. Dangel, of Stolte, Dangel & Foss, Reedsburg, Wis.; J. R. Hakes, Laurens, Ia ; O. Julsrud, of Julsrud Bros. Rushford, Minn.; J. D. Wilkins, of Wilkins Bros., Campbellsburg, Ind.; H. C. Goprud, of Goprud Bros., Osage, Ia.; V. L. Bellman, Thompson, Ia.; V. J. Greiner, Mapleton, Minn.; M. Herman, of Herman-Weil Co., San Francisco.

Manager Shafer says that within the past year the Auditorium Hotel Co. has spent over $300,000 in improving the house, of which the larger part was put into new furnishings and crockery and glass for the restaurants.

Manager Harry Oliver, of the hotel supply department of the Marshall Field Co., has returned from a tour of the principal towns of Wisconsin and reports trade pretty good in his line in that State.

IN THEIR NEW HOME.

ON Wednesday Theodore Haviland & Co. moved into their new spacious and elegant rooms in the Fifth Avenue Building, Twenty-third street and Broadway, where they occupy a suite numbered from 301 to 318—the latter number being the main entrance. As one enters he steps into a room forty feet square. This is divided in the rear by a railing for the private offices of the company, and crossways an open partition separates the office from a reception room intended for visitors and salesmen. The office is decorated with a soft gray wall covering which is very restful to the eye. The half of the room divided for the customers has a gold Japanese burlap covering surmounted by a handsome frieze. The partitions and fittings are of solid mahogany. Opening out of this is another of the same size decorated in a brown burlap surmounted by a very pretty lighter brown frieze. In this room will be displayed all the latest novelties which the company manufactures. The next room, done in Empire green, is to be devoted to hotel goods exclusively. Another, in tea green, will be given up to regular lines. Across the hall in 303 is a large storeroom where goods may be unpacked and packed. The furnishings are rich, but simple, and the entire suite is admirably adapted for the display of their goods. The location cannot be surpassed. Situated at the corner of Broadway and Twenty-third street, with Fifth avenue crossing the two thoroughfares, they are directly on the line of all the surface cars—uptown, downtown and crosstown. To the west a block away is the Sixth avenue elevated and entrance to the Hudson tubes. About the same distance to the east is the subway, and a little farther on the Third avenue elevated. There is no more accessible spot in the city.

The company are certainly much more comfortably housed than in their old quarters. Numerous rapidly-running elevators are at their disposal, and not the least of the advantages is the fine northern light by which their goods may be examined.



THEODORE HAVILAND & CO.'S NEW HOME.

BOTH IRIDESCENT AND CRYSTALLINE.

LOVERS of fine pottery find much to admire in a vase which has just been produced by R. Guy Cowan, director in charge of the Cleveland (O.) Technical High Schools. It has a perfect iridescent crystalline glaze—an effect not heretofore produced upon domestic pottery. A series of experiments has been conducted for several months by Mr. Cowan in an effort to produce a perfect iridescent glaze. Such a glaze was produced in Boston last year, it is said, but at the Cleveland Technical Schools they have gone further and obtained the crystalline at the same time. Other pieces possessing a similar glaze are now in process of manufacture.

FOUNDED IN 1874

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

Published Every Thursday

BY

WHITTEMORE & JAQUES, Inc.,

92 West Broadway, New York.

EDITORIAL ROOMS, TEL. 5092 BARCLAY. MECHANICAL DEPT., TEL. 5086 BARCLAY.

SUBSCRIPTION RATES, INVARIABLY IN ADVANCE:

United States	$2.00
Canada	3 00
All other foreign countries in the postal union	4.50
Single copies	.10

In remitting subscriptions please send Postal Money Order.

Make all checks and drafts payable to Whittemore & Jaques, Inc. Out-of-town checks should bear the words "With New York Exchange"

Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, MARCH 16, 1911.

CHEER UP!

SOME of the merchants in our lines are complaining because there is a little dropping off in trade. True, business is not as brisk as it was a month ago; but if dealers have bought they cannot be expected to buy again right away. The wholesalers were here in force all through the month of February. They came all together, and there were so many of them that at times they could not be waited upon. When they got to work, however, they bought freely and quickly —sure indications that their business was all right. The department store men, who came later, did not make as satisfactory a showing. More buyers of this class have gone to Europe than usual, and many others, after looking the market over, took notes, promising to buy from the road men later. There is no reason to suppose that they will fail in their promises.

The writer has talked with a great number of visiting buyers, and nearly all have reported a good year in 1910 and that their stocks were low, with the exception possibly of imported fancy goods.

There is really no cause for complaint On the contrary, everything points to a good, safe and steady business.

TO PERPETUATE CORPORATION.

LAST Saturday John G. Shedd, president of Marshall Field & Co , Chicago, announced a plan whereby a number of department heads are to become joint owners in the business. This move will assure the permanency of the corporation and may result ultimately in its separation from the Field estate, which is held in trust for the two grandsons of the late Marshall Field, who are being educated in England. Twenty-five department heads will take part in the new arrangement, which in reality is a profit-sharing plan.

PERSONAL.

EVER since his partner's death, last October, Arthur S. Higgins has been very closely confined to his business. Feeling the need of a little rest, he spent the week end at Atlantic City. J. D. Dithridge went with him; and the fact that both took their golf clubs along tells the rest of the story.

Max Strensch, who has been in Europe for some weeks for Koscherak Bros , sailed for home on Saturday and is due here Sunday morning.

A. B. Levan, of Kinney & Levan, Cleveland, O., spent a few days in New York last week.

Leonard Stock and E. W. Schulz, of Herman C. Kupper's traveling force, left on Monday of this week for their annual spring trips.

Arthur W. Gans, of Ferdinand Bing & Co.'s Successors, arrived in New York Saturday on La Provence.

Louis D. Seixas, who has been ill with pneumonia for three weeks, is recovering nicely.

W. W. Wilson, of Winnipeg, Canada, was in New York last week buying an opening bill of fine china. It's a new venture, and he is not buying largely—feeling his way, as it were.

A. G. Gump, of S. & G. Gump, San Francisco, arrived in New York last week on his annual visit prior to sailing for Europe. The day is not yet fixed for his departure abroad

Guy Hawthorne, buyer for Wanamaker's, made a circuit of the downtown trade Wednesday.

J. L. Flanders, with J. W. Joslin, Malden, Mass , and George Stewart, with J. W. Philbrick, Everett, Mass., were buying together in New York last week.

C. D. Carey, George Gebhart and Charles Weidemann, all with the Laurel cut Glass Co., spent last Monday with A. A. Bean, agent for the company in this city. Needless to say, they were entertained in a thorough manner.

L. Herman, of Danville, Va., spent Thursday here handshaking and leaving orders with his friends.

S. P. Arnold, who engaged in January with Fondeville & Van Iderstine, left on Monday for Pittsburgh and the West. J. C. Fisher opened on Monday

in Philadelphia. He will do Baltimore and Washington also.

Wiliam Hayes, of W. F. Hayes & Co., Mt. Vernon, N. Y., visited the District on Monday in search of glassware.

A. P. and E. L. Eagleston, Hyannis, Mass., made their regular spring purchases during the week. They report that business has been steadily increasing, and expect a good summer trade.

James B. Colgan, a well liked buyer who has been coming to the city for his china and glass for some years, was in the District early this week making up his stock for Ovington Bros. Co.'s summer store at Bar Harbor, Me.

R. Brohm, with the Wm. Barie Dry Goods Co., Saginaw, Mich., was in town Monday on one of his infrequent trips. He expects to take in other points before his return.

H. A. Koll, with A. Hamburger & Co., Los Angeles, Cal, arrived in town last Saturday for a stay of about a week. He is in search of "close outs."

A. Abrams, with C. B. & J. Warner, returned from his Southern trip Sunday, and is due to depart for a long tour of the Middle West early next week. Charles Wertheim, with the same concern, leaves for Ohio the latter part of the week.

Maurice Caro, the popular buyer for the Mitchell, Woodbury Co., Boston, arrived in town on Monday and registered at the Imperial.

Allan A. Wass, of Albuquerque, New Mexico, spent the first part of the week looking over the cut glass offerings in the District.

George Isen, with Meyer Bros., Paterson, N. J., was observed in several warerooms early this week.

Emil Fleer, erstwhile crockery man and now gentleman farmer, turned up in New York this week on one of his rare visits and naturally gravitated to the pottery centre that he might shake hands with old friends. He is looking remarkably well.

H. S. Clarke will start on his pilgrimage for Robert Slimmon & Co. the last of this week.

Paul Fueslein, who looks after the Chicago branch of Bawo & Dotter, left last week, and by this time no doubt has his samples all in order.

S. Mass, head of the Limoges factory of L. Straus & Sons, sailed this week for home. He takes back with him a nice book full of orders.

Wm. M. Oddie and the entire force of salesmen who came to New York to look after the interests of the Geo. H Bowman Co., pulled up stakes and went home to Cleveland on Saturday. The travelers will now get out on the road.

A. A. Breton has resigned as china buyer for the Curran Dry Goods Co., Waterbury Conn., and will engage in a similar capacity with Shartenburg & Robinson, New Haven.

J. D. Donovan, head, of the New Method Art Glass Co., Pittsburgh, made a flying visit to Cox & Lafferty, the local agents, on Tuesday morning, leaving for home the same night.

Thomas C. Mehan, buyer for the new china and glass department of the Surprise Store, this city, made his first tour of the District on Wednesday. Mr. Mehan states that his store will shortly establish a premium department to redeem its own trading stamps.

During the past week the following order takers for the United States Glass Co. started on their respective tours: H. W. Nickel, Eastern Ohio, Western Pennsylvania and West Virginia; W. I. Campbell, Southwest; Walter F. Johns, Northwest. W. J. Dillon, who returned from a short trip recently, will go out again in a short time.

F. M. Featherly, Syracuse, N. Y., one of the "old guard," was renewing acquaintances in the trade on Tuesday.

Alfred G. Moment left Tuesday on a road trip that will last about six weeks.

William D. Dougherty was absent from his office on Wednesday, owing to a severe cold.

BEING YOURSELF.

SELL goods in your own way. If you try to imitate somebody you'll slop over. Going at a customer hammer and tongs like the other fellow may make a monkey of you. Your way is the best for *you*. Always remember that. But put energy and earnestness into your efforts. A man can always be himself by always believing in himself. If you are at the age when you're disposed to imitate, be careful that you don't lose your identity. Act well your part.

Don't confound this with imitating things well done. That's different. That's headwork and handwork. It's a pretty good sign when you want to go somebody in your own line one better. It shows ambition. It shows progress. He's a dead one that never sees anything better done by anybody than he does it. But in mannerisms, in speech, in real life—be yourself.

GLASS ASSOCIATION OFFICERS.

AT the annual meeting of the National Association of Pressed and Blown Glassware Manufacturers the following officers were elected: president, E. J. Barry; vice-president, M. W. Gleason; secretary, John W. Kunzler; treasurer, J. D. Wilson. Executive Committe: M. W. Gleason, W. A. B. Dalzell, H. McAfee, A. J. Smith, George R. West. After agreeing upon a summer stop of two weeks from July 1 to 15, the various business disputes were taken up and thoroughly discussed.

IMPORTS AT NEW YORK.

Petaining to China, Crockery, Glass, etc., for week ending March 14, 1911.

ANTWERP

203	packages	glassware	B Guntbel
11	"	"	Graham & Zenger
33	"	"	Miscellaneous Orders
76	"	chinaware	Bawo & Dotter
1	"	"	L D Bloch & Co
20	"	"	L Straus & Sons
151	"	"	Geo Borgfeldt & Co
18	"	"	Vogt & Dose
125	"	"	Haviland & Co
7	"	toy	Strobel & Wilken Co

BORDEAUX

22	packages	chinaware	J Pouyat Co
6	"	"	H R Churchill
62	"	"	Herman C Kupper
372	"	"	Haviland & Co
40	"	"	Miscellaneous Orders

BREMEN

2	packages	glassware	L Straus & Sons
199	"	"	Miscellaneous Orders
178	"	earthenware	Geo Borgfeldt & Co
38	"	"	F W Woolworth & Co
41	"	"	O Goetz
21	"	"	Knauth, Nachod & Kuhne
21	"	"	Miscellaneous Orders
7	"	chinaware	Strobel & Wilken Co
1	"	toys	F A O Schwartz
12	"	"	Samstag & Hilder Bros
62	"	"	Strobel & Wilken Co
40	"	"	Miscellaneous Orders

COPENHAGEN

63	packages	earthenware	Geo Borgfeldt & Co
21	"	"	Bawo & Dotter

SOUTHAMPTON

11	packages	chinaware	J H Venon
22	"	"	L Straus & Sons
18	"	"	A G Moment
25	"	"	Wm Guerin & Co
7	"	"	Bawo & Dotter
7	"	"	L D Bloch & Co
1	"	"	Lazarus & Rosenfeld
84	"	"	Miscellaneous Orders

HAVRE

3	packages	chinaware	Haviland & Co
21	"	"	Bawo & Dotter
54	"	"	Miscellaneous Orders

LONDON

26	packages	chinaware	W S Pitcairn
6	"	toys	Strobel & Wilken Co

HAMBURG

26	packages	glassware	Fenesterer & Rube
5	"	"	O O Friedlander
15	"	"	J H Venon
4	"	"	Brown Bros
40	"	"	Kmy-Scheerer Co
8	"	"	L D Bloch & Co
9	"	"	Frank & DeKeyser
6	"	"	Strobel & Wilken Co
243	"	"	Miscellaneous Orders
3	"	earthenware	Herman C Kupper
63	"	"	O Goetz
11	"	"	E R Theiler
12	"	"	L D Bloch & Co
60	"	"	Geo Borgfeldt & Co
134	"	"	L Straus & Sons
16	"	"	Lazarus & Rosenfeld
142	"	"	Miscellaneous Orders
125	"	chinaware	Bawo & Dotter
15	"	"	Strobel & Wilken Co
40	"	toys	B Illfelder & Co
40	"	"	Knauth, Nachod & Kuhne
6	"	"	F A O Schwartz
5	"	"	G W Travers
18	"	"	Samstag & Hilder Bros
3	"	"	A Steinhardt & Bros
24	"	"	Strobel & Wilken Co
171	"	"	Miscellaneous Orders

LIVERPOOL

13	packages	earthenware	Geo Borgfeldt & Co
24	"	"	L Straus & Sons
22	"	"	Maddock & Miller
1	"	"	Fensterer & Ruhe
2	"	"	Lazarus & Rosenfeld
5	"	"	E Boote
13	"	"	R Slimmon & Co
31	"	"	F W Woolworth
2	"	"	Strobel & Wilken Co
6	"	"	Miscellaneous Orders
1	"	glassware	Lazarus & Rosenfeld
84	"	"	Miscellaneous Orders

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

17	packages	earthenware	Jones, McDuffee & Stratton Co
1	"	"	R H Stearns Co
4	"	"	Richard Briggs & Co
14	"	"	E Butler
2	"	"	Rowland & Marsellus Co
1	"	"	Miscellaneous Orders

ANTWERP

4	packages	earthenware	Jones, McDuffee & Stratton Co
1	"	"	Mitchell Woodbury & Co
2	"	"	L Wolf & Co
76	"	"	American Express Co
27	"	"	Geo Borgfeldt & Co
5	"	"	Miscellaneous Orders

LONDON

1	package	earthenware	W S Pitcairn

HAMBURG

24	packages	earthenware	Jones, McDuffee & Stratton Co
18	"	"	Patterson, Wylde & Co
7	"	"	Bawo & Dotter
97	"	"	J B Moore & Co
30	"	"	American Express Co
6	"	"	W N Proctor & Co
44	"	"	L Wolf & Co
2	"	"	Lazarus & Rosenfeld
42	"	"	F W Woolworth
13	"	"	Ocean Transit Co
54	"	"	Geo Borgfeldt & Co
51	"	"	Miscellaneous Orders

CHINA AND JAPAN

7	packages	earthenware	Jones, McDuffee & Stratton Co
36	"	"	Miscellaneous Orders

Around the Glass and Lamp Factories.

Pittsburgh and Vicinity.

Between $250,000 and $300,000 worth of pressed and blown glassware is shipped from the Pittsburgh glass factories into Mexico annually, according to the sales manager of one local concern. Bar goods and common tumblers of American manufacture have always been in demand; tableware and lamps follow, and some nice business has been received from Mexico so far this year on these lines. While some blown, etched and cut ware is shipped, the volume is not as extensive as the previously mentioned lines. Shipments are going through to Mexico without delay, except over the Southern Pacific, which is refusing freight because of labor disturbances. However, other roads are getting shipments through on time. Anent Mexico and war talk, the trade will remember Tobe Blumenthal, the well-known glass and pottery salesman, who has an office in the City of Mexico, where he represents six or more Pittsburgh glass factories.

Walter Lindsay, salesman for the Duncan & Miller Glass Co., has sufficiently recovered his health to enable him to be out. He was seen in the lobby of the Monongahela House a few days ago, and said: "Guess I just had the grip." Following Harry Duncan's return from a brief trip Mr. Lindsay will go out as usual.

Six new members were added to the enrollment of the Western Glass and Pottery Association during the last fortnight. Since the annual meeting at the Ft. Pitt in January the membership has showed a steady gain. A meeting of the board of directors is scheduled for an early date.

"We are doing very nicely, and business is good with all our offices," said president Daniel Taylor, of the Pittsburgh Lamp, Brass and Glass Co. The new jobbing lines have been moving well, and as a result the demand at the factories is steadily increasing.

Orders are steadily coming in to the Ripley Glass Co.'s general office in the House Building, and as occasion demands the shop capacity is being increased. Additional shapes are being added to the confectionery jar line, while the demand for the sanitary jars is far greater than anticipated.

The New Method Art Glass Co. have taken a three-year lease on a convenient location in the Penn avenue shopping district, where a permanent sample room will be maintained. Many new creations in art glass shades and domes, for both gas and electric fixtures, are being shown. The line is being constantly increased.

Mr. Koll, with A. Hamburger & Sons, Los Angeles, Cal., was here for a few days, and then made a trip through the potteries at East Liverpool.

Oliver Higbee, of the Higbee Glass Co., is planning a trip to the Pacific Coast.

Wheeling and Vicinity.

A number of odd pieces in rock crystal are being shown by the Central Glass Works, the patterns being entirely different from other rock crystal lines. A new drawn stem ware line will be shown within a fortnight. Thomas Butcher has completed his first trip over the circuit, and orders were very satisfactory. A. C. Hoskins has been appointed a resident representative for the Central Glass Works in Toronto, Canada. This is the first time the Central has had direct representation in that section.

Williamstown, W. Va.

A new day tank is to be placed in operation by the Fenton Art Glass Co., the product of which is to be used on its iridescent lines.

Bridgeport, O.

The H. I, Jeffreys Fireproofing Co. is being formed here with $50,000 capital stock, and will take over the property formerly occupied by the Crystal Glass Co. As announced in the JOURNAL a fortnight ago, the molds here are being sold, and the factory will be remodeled as soon as the formation of the new company is completed.

AT BOSTON.

THE attempted formation of a one cent to twenty-five cent corporation, noted in the JOURNAL recently, was consummated this week by the incorporating of the H. M. Hollander Co. with a capital of $50,000. Their first store will be openod May 11 at Holyoke, Mass., where they have secured fine quarters. They will handle everything in dry goods, housefurnishings, china, glass and sundries that can be sold at one cent to twenty-five cents. It the plan of the company to open stores in other prominent New England cities just as soon as the first one is completed. Harry M. Hollander, president and treasurer, has been for the past six years with the Henry Siegel Co. in charge of the china, glass, hardware, kitchen furnishings, etc. In an interview with the JOURNAL man, Mr. Hollander says he has been studying this problem for several years and is going at it right; that he has all the capital he requires back of him and that their field will be limited to New England. His resignation with the Siegel Co takes effect April 1.

Ernest Monnier, the widely known bottle and druggists' glassware man, has opened New York offices at 256 Broadway, where J. F. Waters, formerly with Carr Lowry Co., will be in charge. He will represent the Kimball Glass Co., and Mr. Monnier will spend one week a month at New York. Mr. Monnier has been in the field ten years and has built a voluminous business in glass goods, and his new quarters are signs of more Monnier aggressiveness.

James Uniack, better known as "Jim," with the Hunt Cut Glass Co.'s line, opened at Young's on Monday.

Two Brockton buyers wended their way through the Boston market last week, one being George Alden, owning a crockery store there, and A. St. Louis, buyer for the James Edgar Co.

The Buyers' Association of the R. H. White Co. held their annual banquet recently. Miss Mae Goodwin, cut glass buyer, is secretary of the organization.

Myer P. Alkon, crockery dealer of Portsmouth, N. H., called on the trade here en route home from New York.

Sol Goldberg, buying for Goldberg Bros. and B. Goldberg & Co., Lawrence, Mass., left some orders last week that looked real.

Pat Hanley is rolling up some good business these days with cut glass, jewelry and the Poole Silver Co.'s silverware. His samples of the two last lines are valued at over $4,000, which is enough worry for any traveler, even without a thought of orders. Pat started in the game twenty years ago with the Abram French Co. and has had a lot of experience with different lines and branches of the business. In fact, he is so well known to the trade that his name doesn't appear on his office door or hall directory. Pat's hobby is violets. A big bunch always adorns his desk, and a small one the lapel of his coat.

George G. Goulden, buyer for the D. M. Reed Co., Bridgeport, Conn., bought a lot of goods here this week. In order to stimulate trade, he is thinking of offering a prize to the person making the longest list of words from the initials of his name.

The new china and glass buyer for the Edward Malley Co., New Haven, Conn. is John Brusso, formerly with P. B. Magrane, of Lynn, and later with Shartenberg & Robinson.

Mrs. Lubbe, who operates a crockery store at Taunton, called on the trade this week.

E. A. Hemenway will be the Boston manager of the new Morimura Bros. wareroom. Mr. Hemenway has been Mr. Kaiser's assistant for a number of years; knows the line thoroughly, aud in addition is a Bostonian.

Mr. Wilcox, with W. H. Garnett & Co , Augusta Maine, was in the district this week,

Other buying visitors included Mr. Ford, with the C. F. Wing Co., New Bedford; Mr Rider, with the F. N. Whitten Co., Middleboro; T. A. Holt Andover, and W. H. Rockwell, of the Rockwell Co., Pittsfield.

WHERE WAS THE PROFIT?

AT a special sale held recently by the Gauche-Connor Co., New Orleans, says the "Times" of that city, 3,300 dinner sets were sold in four hours. Each set contained thirty-nine pieces and was sold for $1.25 —a little over three cents apiece for each item

SPECIAL NOTICES.

The cost of advertisements under this heading is $1 for the first and fifty cents for each following insertion for each half inch of space (30 words). PAYABLE IN ADVANCE.

HELP WANTED.

WANTED—Salesman to carry a high-class article as a side line in the South, West and Coast. Address Box 753, this office.

WANTED—A traveling salesman of ability, who has clean record and can "make good." To such a good salaried position is open, for sales force is being increased. Want to hear from only live men. Address in confidence, TRENLE CHINA CO., East Liverpool, Ohio.

SITUATIONS WANTED.

WANTED—A position to travel for wholesale crockery house, or a large crockery manufacturer. Have had thirty years' experience selling crockery, glassware, etc., on the road (for two firms). Would prefer Montana and Dakota, having traveled in these States seventeen years, and have a large trade established there Can give the highest class references. WM. HEGGUM, P. O. Box 169, Minneapolis, Minn.

Among the Potteries
East and West

East Liverpool and Vicinity.

The pottery manufacturers here are up in arms against the city council because of the efforts of the latter to thrust upon them a municipal water supply that would wreck every boiler in use. The council is doing its best to have a bond issue of $175,000 pass at a specia lelection March 27 for the purpose of installing a "well system," asserting that a mechanical filtration system is not "right." A special meeting of all pottery manufacturers is to be called soon to file protests with the council against the well system of water supply.

* *

Anent the recent rumor in East Liverpool concerning the project of forming a combination of potteries, manufacturers say it is a myth. No one has been in the district on such a mission, so far as the representative of the JOURNAL could learn, and he has interviewed every manufacturer in the district.

* *

After spending several weeks at Pinehurst, N. C., on his annual vacation, W. E. Wells, secretary-treasurer of the Homer Laughlin China Co , has returned to his office the picture of health.

* *

J. C B. Beatty, formerly a well-known pottery salesman of this district, has gone into the domsstic pottery business at Frankfort, Ind., and is making a success of the venture. He was first connected with the Sebring Pottery Co., and more recently with the Cartwright Bros.

* *

John B. Lessell, who contemplates the erection of a new art pottery at Parkersburg, W. Va., was formerly manager of the decorating department of the William Brunt Pottery Co., of this city, and later in charge of the same department of the Owen China Co., at Minerva, O. His brother is in charge of the decorating department of the Vitrolite Glass Tiling Co., Parkersburg.

* *

"Jobbers only need to have a sample line. We carry the stocks, and ship orders the same day they are received," said General Manager Robert Hall, of the Hall China Co., in speaking of the manner they intended to market their new underglaze semi-porcelain hotel ware. This is the only concern in the district making such a line, and the idea promises large returns. Frank I. Simmers will be home soon from a Western trip, and will continue on the road the greater part of the season.

*

Orders with the Smith-Phillips China Co. are sufficient to keep the plant busy thirty days aLead. Thls rule has continued most all of the present season, and indicates a very satisfactory line of trade. The "Princess" plain dinner shape and the new "St. Elmo" are moving as strongly as ever, and the orders for matchings on open stocks are very strong.

* *

Among the buyers in the district during the past week were J. Orlebeke, of Sheboygan, Wis.; L. P. Wille, with the Cincinnati Glass and Crockery Co., and several "East-side" buyers from New York.

* *

Manufacturers of yellow and rockingham ware report a very fair trade so far this season, and more is being looked for as soon as the country roads permit the farmers to come into market more freely.

Trenton.

A collection of modern ceramic curios made by the Fulper Pottery Co., of Flemington, is being shown in one of the china shops here. The ware includes some of the choicest specimens produced by the Fulpers, whose pottery has been operated by members of their family since 1805. Among the remarkable glazes shown is the Chinese blue, a mirrored effect described by the ancient potters as "blue of the sky as seen between clouds after rain."

* *

The new addition which will almost double the manufacturing capacity of the Monument Pottery is now ready for occupancy. Charles Weelans, the general manager of the plant, and one of the most skillful pottery men in the country, was recently elected president of the American Ceramic Society.

* *

Richard R. Rogers, twenty-five years of age, a former pottery operative, has lost the sight of both his eyes as the result of cigarette ashes being blown

into one of them several months ago. First one eye and then the other was affected, and then one day while at work he was stricken totally blind. It is one of the most peculiar cases of its kind known to local physicians and specialists.

* *

Reuben A. McDevitt and Thomas Abbott have been appointed a special committee of the N. B. of O. P. to make plans to organize the fireclay workers of this city.

Salineville, O. The manufacturing facilities of the National China Co.'s plant here are being increased, and the glost warehouse space is also being augmented. The firm will hereafter maintain its own lighting plant. The two-story addition, to be used for decorating purposes, will be completed at an early date.

Wellsville, O. Albert Cornes, of East Liverpool, has taken over the interest of W. L. Smith in the Smith-McNicol pottery here, and with D. E. McNicol, the other owner, will incorporate under the title of the McNicol-Cornes pottery. The consideration is said to have been $40,000.

IN TOWN.

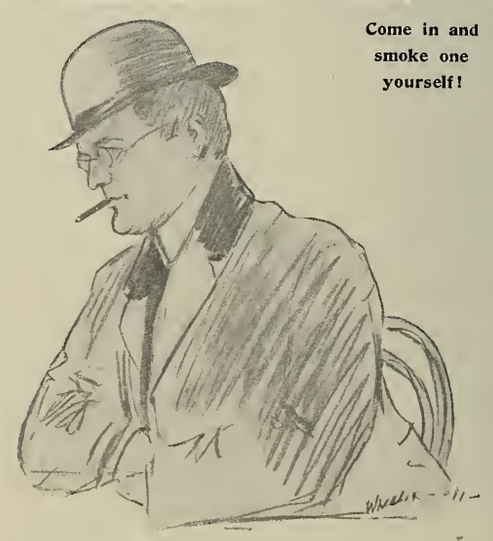
Abbreviations—c, crockery; g, glass: hf, housefurnishings; l, lamps; t, toys; s, silverware.

THE following buyers have reported in town since our last issue:

C Weichel, with Panton & White, hf, Duluth. Grand.
H B Wey, with J D Dobbs, c, g, Atlanta. Albert.
Geo H McBain, of McBain & Heyslup, Roanoke, Va.
T Barker, with R H White & Co, hf, Boston. 41 Union square.
J Donovan, with Roberts, Sutherland & Co, hf, Lawrence, Mass. Herald square.
W Browning, with Joslin Dry Goods Co, hf, c, Denver. 214 Church.
Albert M Gibbs, of Arthur Gibbs & Sons, c, t, Olean, N Y. Broadway Central.
A A Sprague, with Howland Dry Goods Co, t, c, Bridgeport. 75 Spring.
H A Koll, with A Hamburger & Sons, hf, Los Angeles. 215 Fourth avenue.
Maurice Caro, with Mitchell, Woodbury Co, Boston. Imperial.
Allan H Waas, c, g. Albuquerque.
L Herman, of L Herman & Son c, Danvilie.
A M Norland, with L S Donaldson, hf, Minneapolis. 2 Walker.
L S Keller, with Clawson & Wilson Co, t, Buffalo. 51 Leonard.
A Stotaroff, El Pasdo, Tex.
Thomas Neeley, with Boggs & Buhl, Allegheny, Pa.
C F Hollub, with W A Wieboldt & Co, t, Chicago. 45 East 17th.
C A Heckert, with Geo B Peck Dry Goods Co, hf, t, Kansas City. 2 Walker.
W E Noyes, with R A McWhirr Co, c, g, t, s, Fall River. 75 Spring.
Miss J Mann, with Marshall Field & Co, g, Chicago. 194 Worth.
Edw Bonnett, with D S Holmes Co, t, New Orleans. 20 East 20th.
A Kallman, with England Bros, hf, c, t, Pittsfield. 75 Spring.
F H Sturtevant, with Forbes & Wallace, hf, c, t, Springfield. 2 Walker.
A P & E L Eagleston, c, g, Hyannis.
William Hayes, of W F Hayes & Co, g, Mt Vernon.
J B Colgan, with Ovington Bros, c, g, Bar Harbor.
Wm K Cotterell, with C K Whitner & Co, c, Reading. Navarre.
A Keese, c, Massillion. Broadway Central.
W H Toole, with Burke, Fitzsimmons, Hone & Co, hf c, Rochester. Imperial.
J B Hartford, with Gilchrist Co, t, Boston. 55 White.
A R Sampson, with Jordan, Marsh Co, l, Boston. 31 Union square.

CLEANING BRONZES.

BRONZE may be plunged into boiling water until warm, then cleaned with soapsuds and dried with old linen cloths. If this is ineffectual, try beeswax and turpentine, rubbed on and off with a clean soft cloth. Sweet oil and polishing with a chamois is another remedy.



HARRY B. HOLLIS,

NEW ENGLAND SALES AGENT

CAMBRIDGE GLASS CO., Pressed and Blown Glassware.

THE BENZINGER CO., Brass and Copper Stationers' and Smokers' Articles.

JEFFERSON GLASS CO., Luceo Reflectors for Tungsten Lamps. Chippendale line.

JEWEL CUT GLASS CO.

J. J. NILAND CO.

OFFICE ALWAYS OPEN. TELEPHONE.

No. 157 Federal Street, Boston, Mass.

Telephone 5877 Barclay.

IMPERIAL VIENNA AUSTRIA

Julius Palme,

C HUNGARY

MANUFACTURERS' AGENT AND COMMISSION MERCHANT,

35 Barclay Street, through to 40 Park Place, New York City.

SOME OF THE LINES WE HAVE:

DINNERWARE—

Imperial Vienna, Royal Crown Bavaria, Weimar and other leading Silesian and Bavarian lines. Also General Lines and Glassware.

BUNGALOW WARE—

Just the thing for Bungalow and Summer Homes, Dutch and Grill Rooms.

WHITE CHINA—

A very large assortment.

KOSSUCH JANOS.

We are sole agents for this factory. Makers of fine Hungarian Crystal Table Glassware, Art and Fancy Roemers for the table and hotel use.

Jobbers carry the sample lines.
We carry the stocks for you.

Jobbers send us their orders.
We ship upon receipt of same.

We have adopted this plan. It is new in the Domestic pottery business. Jobbers find it pays them.

OUR SOLE SPECIALTY:

UNDERGLAZE DECORATED (and plain white)

Semi-Porcelain Hotel Ware.

Jobbers DO NOT HAVE TO ORDER LARGE STOCKS, for they work from the SAMPLE LINES. All treatments are in open stock bands and borders, and we carry large quantities of each treatment in our warehouses. We know you will be interested; therefore—WRITE US!

HALL CHINA CO., East Liverpool, Ohio.

THE CERAMIC SALON.

MANAGERS of china and glass departments in the larger stores will be interested in learning of a new idea to boom those departments at very little cost. The scheme is advanced by Harry Lewis, in charge of the china and glass department of the Joseph Horne store, Pittsburgh, and is called a Ceramic Salon. This exhibition started March 15 and will continue during the month. The following information was conveyed to would-be exhibitors and the public through the medium of a neat folder:

This Ceramic Salon is held for the benefit of all interested in the painting of china.

The exhibits will be shown in competition, and this comparison will be extremely valuable, not only to exhibitors, but also to visitors.

The natural tendency of amateur painters is to follow old forms, instead of getting into the channel of originality. Observation and critical examination will, in a great measure, help to broaden ideas.

In connection with this Salon there will be a special exhibit of the work of noted professional painters.

There will be talks by experts, and demonstrations, too, which will be decidely interesting, as well as instructive.

Entries will be received in the china department any time between March 1 and March 10.

Each exhibitor will be allowed to display from one to six pieces.

All exhibitors will have the privilege of sale, which will be governed by the rules we have formulated for this exhibition. These rules will be mailed to all applicants for space.

It will be to our interest to see that the work of each applicant is prominently displayed, and the entire Salon will be so arranged that all exhibits will have an equal showing.

All china exhibited by amateurs will be fully covered by insurance while in our possession.

This is the first time, so far as we can learn, that local amateur painters of china have had presented to them the opportunity of exhibiting their work to the public in competition.

In Europe, ceramic exhibitions, showing the work of amateur painters, is a custom of many years standing. The advantages of such exhibitions are recognized by a large majority of those whose art manifests itself in hand painted china

In Pittsburgh and contiguous towns we know that the painting of china is the pastime of many, and we feel that this initiative exhibit will be well received, and believe that it will be well patronized.

LA PORCELAINE LIMOUSINE

P L
LIMOGES
FRANCE

Formerly

M. REDON.

M. REDON LIMOGES

LIMOGES CHINA

Cristalleries de Sevres,

ANCIENNE VERRERIES ROYALES.

Founded in 1700.

ALFRED G. MOMENT, Agent, 25 W. Broadway, N. Y.

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CROCKERY AND GLASS JOURNAL

NEW YORK, MARCH 23, 1911.

THE CONDITION OF BUSINESS.

New York. There is very little change in the condition of trade since last week's report. There are plenty of buyers in evidence who seek "close-cuts," and a sprinkling of larger dealers who have not completed their purchases as yet. Department store buyers have not been noted in any great numbers. A feature of this season's business is the comparative absence of price slashing. This was more or less expected when the buyers came in numbers, but as a general rule regular prices were adhered to.

The latest reports from the "knights of the grip" are cheerful, and many orders have been booked for larger amounts of goods than ordered a year ago. Direct mail orders are also good at this time.

The electric fixture buyers visiting the local market are largely in search of cheap portables and "showers." Many bargains are in evidence at this time, and buyers are taking full advantage of them.

Cut glass is extremely quiet. Road men are securing a fair amount of orders, but there is much complaint heard in the local warerooms.

While a strike never does any good, that of the express employees, now dying out, did not affect trade to any great extent.

Retail trade in the metropolitan territory is fair. The stimulation given business through the well-advertised March china and glass sales appears to be petering out, and, as a consequence, prices are being shaved pretty close. Reports from interior points are to the effect that business is brisk.

Boston and Vicinity. The volume of business being done in crockery and glass exceeds last year by a comfortable margin. Trade is not coming any easier, but a great deal more of digging is being done. Little spots are getting attention; the big cities are being put through a fine screen test, and business is being developed which at one time wouldn't be sought. A deterring factor with the small trade, however, is credit. Accounts must be scrutinized most carefully, and even then an element of chance invades the transaction. General collections still hold their title of "slow."

Trenton. No better evidence of the amount of business being done by local manufacturers could be offered than the fact that a number of the plants are employing more help than they ever had on their payrolls, not excepting even the great "boom" years. Some of the potteries are behind with orders, while others are making shipments as rapidly as the goods are produced.

East Liverpool and Vicinity.

Some pottery manufacturers report business slow, especially from the Middle West, while others say their books show that the first three months of 1911 are going ahead of the same term in 1910. The consensus of opinion is that while all the potteries are fairly active, more business could be handled.

Pittsburgh and Vicinity.

There has been some improvement in the glass trade during the past ten days, and the manufacturers now believe that early spring buying will be heavier than indicated recently. Mails are a great deal better, and some good business is being booked through this source. Salesmen are also doing better. In some parts of the East, however, trade is still spasmodic. General lines are being bought.

AT CHICAGO.

WITH the possible exception of Marshall Field & Co., the Boston Department Store probably carries the largest open stock of retail crockery and glass in Chicago or west of New York, and in the variety of its wares is hardly excelled by any. Lately Head Buyer Rinken has been making a lot of improvements in his department.

* *

Sales Manager Marshall of the Fostoria Glass Co. came in from aroad jaunt through the Northwest at the week end with one of those expansively radiant smiles on his visage which denote a well-filled order book. When the writer left him he was trying to book a big order from the Pullman Co. buyer, in conjunction with Arthur Schiller.

* *

George G. McCaskey, of the Tygert Valley Glass Co., paid a flying visit to the Chicago glass district last week.

* *

City Salesman Bailey of the Federal Glass Co. has been ailing for two weeks past, and is still somewhat under the weather.

* *

Alfred Jahn, of the old Philadelphia crockery importing house of Hering & Jahn, has been at the Palmer House several days on one of his regular Western trips and was cordially greeted by his large circle of friends in the trade.

* *

Sales Manager Trowbridge, of the hotel department of the Burley Co., who furnished the whole table service equipment for the Hotel Blackstone, says that he now has more sales booked ahead than ever before in the entire history of his house. The outfit which the concern has contracted to furnish the Hotel Galvez, on Galveston Beach, just out of the city of Galveston, is to be uniquely decorated so as to harmonize with the mural decorations of the various rooms in which it is to be used, and as the hotel is situated just beyond the breakers on the Gulf shore the decorations of the general dining room are to be marine and nautical in character, which scheme will be worked out also on the tableware.

* *

Harry Keffer, of the Warner-Keffer China Co., East Liverpool, has been here for several days calling on the trade.

* *

E. E. Wilkinson, of Wilkinson & Co. Brooklyn, N. Y., manufacturers of art glass domes for portables, has been in town the past few days visiting Ira A. Jones & Co , who are the firm's Western sales agents.

* *

With the addition of several new and unique models in lamp domes and novel shapes and colorings in shades, the Liberty Incandescent Light Co. is now making a fine display.

* *

Within a few days the Eastern Electric Lamp Co., of Boston, Mass. will open here a western sales agency to handle its lines in this market.

* *

Western salesrooms are also to be opened here for the pottery department of the Federal Terra Cotta Co. of New York—a $1,500,000 corporation that has lately filed its charter at Springfield.

* *

Manager Frank D. McAnult, of the Detroit salesroom of the Ira A. Jones Co., has returned to Michigan after a few days spent at the Chicago house.

* *

H. C. Whitman, of the Fostoria Glass Co., came came in recently from a whirl through the one-night-stand circuit of Michigan with a big bunch of orders.

* *

Some of the Chicago morning newspapers have opened regular crockery shops carrying really larger stocks than many dealers, including also fine grades of lamps, mirrors and cut glass for premiums with their publications. But their way of doing business seems more like a sale of the pretty crockery and glass with the papers as premiums.

* *

During a single recent month twenty-one general conventions of various kinds assembled here are estimated to have brought over 26,000 visitors who left over $500,000, of which at least $50,000 went to the crockery and glass trade in payment for replacing broken wares and "souvenirs" carried away.

* *

Among the buyers here since our last issue were: L J Greisier, Jefferson, Ia.; S Brier, Hiawatha, Kas.; Chas Wheeler, Columbia, Wis; James Hill, Davenport, Ja; P J Hall, Green Bay, Wis; W Halliburton, of J H Walliburton Sons Co., Milan, Mo.; Greenspan

Bros Co, Bowling Green, Ky; F A Holliday, Laramie, Wy; J C Fox, Hailey, Ia; L B Adams, Battle Creek, Mich; R G Rutherford, Mt Vernon, Vt; J F Balle, of Balle-Broderson Co, Dennison, Ia; M Deutsch, of Deutsch Bros, Horton, Kan; H Berliner, with Gimbel Bros, Milwaukee, Wis.

THE BOSS'S JOB.

OH, the life of the boss is the life for me! Gets down to work when he darn pleases, anywhere from 6 a. m. to 7 a. m., if he's a mind to, and stays only as long as he likes—say midnight, for instance.

Nobody to scowl at him when he's late—and he doesn't have to puzzle his brains to cook up excuses.

And when he does come to the office, there's nothing for him to do but to sit around and sign checks, count his money, look wise, and talk to people.

He makes other people do the work—he does the heavy thinking.

Nobody to criticise him; oh, no!

If he's kind to his help, he's a "soft-head," and a poor business man; if he's strict, he's a tyrant.

If he is generous with his money, he's a spendthrift; look out for him, he'll be sure to go broke. If he's careful with his pennies, he's a miser—too mean to live.

If he pays high wages, he does it because his help is so valuable he's afraid he'll lose them; if he doesn't he's a grouch.

If he's gracious to his women employees, he's a "flirt"; if he isn't, he's "no gentleman."

If he takes an afternoon off once in a while to play golf or to go to the country with his family, he is neglecting his business; if he doesn't, he is neglecting his own health—too grasping even to save his own life.

The men on the road are a little more loyal to the boss, as a man; distance lends enchantment, you know; but the goods—ye gods! "Not half as good as So-and-so's, and yet the 'house' has the nerve to expect me to get equal prices. Nothing but the most brilliant brand of salesmanship can do that, and if I were to leave this territory I don't know what would happen."

If the boss takes a drink once in a while, he's a "drinker," setting a fearful example to his employees; if he doesn't he's lacking in good fellowship—too "hard" to be a good fellow.

If he goes to church on Sunday, he's a hypocrite, using religion as a cloak; if he doesn't, he's an atheist and a dangerous man.

If he's generous with his sick-leaves, he maintains a perpetual absentee hospital; if he isn't generous in this particular, all the nice old ladies in town speak of him as a "brute."

And no flat little pay envelope for the boss! He gets what's left—if there is any.

When times are hard if he saves himself by laying off help, he's a cruel monster; if he dosen't, it's because he's afraid he can't get people of equal ability when the storm is over—so valuable to the firm, you know.

If he employs relatives—particularly his wife's—he is playing favorites, robbing better men and women of places they deserve and should have; if he doesn't, his family circle "says things."

Oh, the boss has a gay life!

TRADE TIPS.

THE Thornedale (Tex.) Hardware Co. has increased its capital stock from $20,000 to $30,000 and wants catalogues of domestic pottery, glass and specialties.

J. R. Shelton, Clarksdale, Miss., will handle domestic pottery and glassware.

Hurdle & Carlock, Como, Tex., have opened a new store and handle domestic pottery, glassware.

J. W. Crouch has opened another store in Alvin, and has installed a housefurnishing goods department.

Catalogues of gas fixtures are wanted by the Williams-Coffin Co., Clarksburg, W. Va., who have bought out Holdern & Barnes.

The Wilson-Vaughn Co., Whitewright, Tex., have bought out the Hartzog Co. and will handle domestic pottery and glassware.

The Hill Hardware Co., Columbus, Miss., wants catalogues of domestic pottery.

Adam E. Parker has succeeded to the business of George J. Scofield & Co. at Potterville, Mich. Housefurnishing goods will be carried.

Housefurnishings will be dealt in by R. E. Hossack, who has bought out Butler Bros. at North Branch, Mich.

Crockery and glassware will be carried by Hays & Commons, Altoona, Kas., who have bought out the business of F. M. Lucas & Co.

The Fetzer Hardware Co., Cleveland, O., recently formed with $10,000 capital stock, will carry domestic pottery and glassware.

The Kirby-Stack Hardware Co. have just started business at Elizabeth, N. J., and want catalogues on domestic pottery and glassware.

Catalogues are wanted by F. Heaney, Bozeman.,

Mont., from domestic potters and glass manufacturers. He has bought out the business of E. Felinzer. Wholesale and retail trade will be looked after.

Information about domestic pottery and glass is sought by O. G. Litchenberg, who has started in business at Whiting, Iowa.

The Eleva (Wis.) Mercantile Co. has just started business with $15,000 capital. Pottery and glass will be handled.

PLANNING FIXTURES FOR A HIGH CLASS STORE.

LET us suppose that the floor space at your disposal measures 80 by 120 feet. The light has naturally the first consideration, and in arranging the aisles and the fixtures the merchant should be sure to have plenty of it. The walls and ceilings must be white, the fixtures and cases stained with mahogany finish, the tables enameled white. Around the pillars should be built a6 foot square fixture counter, height 31 inches, with sliding glass front doors. This should have a 5 inch base with one shelf, the base and shelf to be used for reserved stock, nicely arranged. Above this counter, build a fixture 2½ feet square, 4 feet high, from the fixture top, which has a mirror surface, and in this fixture on the four sides put in a mirror 3½ by 2 feet wide, with two glass shelves supported by nickel plated brackets. The top of this fixture should be 5 inches wide for displaying vases, bric-a-brac, etc. Eight of these fixtnres will be all that will require mirrors. The remainder of the pillar fixtures can be built the same way without mirrors, or, to lower the construction cost, set up four standard panelled 3 by 6 feet doors, with five shelves, and a 2 by 2½ inch corner post, which makes a nice fixture, and at very little cost

Fixtures for cut glass, blown glass, etc., should be 8 feet long, 4 feet wide, counter height, mirror top, with a partition through the center 3 feet high from the counter, mirrored on each side, with two shelves on each side, and with a 5 inch shelf on top to display bric-a-brac Eight of these are to be used between the pillars and on each side of the main center aisle. Six tables measuring 6 feet by 40 inches should be constructed for use, crossways, in the same aisle, which should leave a 5 foot aisle on each side. Between each of these tables it is advisable to use a 60 inch round tabie. This, you will see, makes a break betweeh the long tables; and the display of stock, if changed often on the round tables, will cause customers to stop and look at all the tables. All tables should be built sanitary, with no base, but a good substantial shelf 10 inches from the floor, for reserved stock, which must be kept in perfect order at all times, as this plan makes the reserved stock a part of the counter display.

For wall cases use regular counter height, 24 inches wide, with 6 inch base and one shelf. Build 4 feet high from the top of this counter a case 18 inches deep, with mirrored back, and two glass shelves with sliding glass doors to be used for hollow ware, nickel plated ware, copper goods, etc.

Open stock dinner ware tables should also be built sanitary, 40 inches wide, 10 feet long, counter height, with a shelf 10 inches from the floor, painted with white enamel. From eight to twelve 35 inch round tables will be necessary to show special sets and various displays throughout the department.

Twelve 10 feet mirror-back, glass-shelved, floor show cases will be required for china, silver ware, carving sets, smokers' articles, souvenir goods and travelers' necessities.

On the side wall build six or eight display rooms, 8 feet deep by 12 feet wide, with a 20 inch shelf, counter high, leaving a 20 inch show space under the counter. Above the counter build three shelves, 12 in , 10 in and 8 in wide, respectively, for displaying bric-a-brac, marbles, bronzes, china, lamps, etc.

In the china and lamp rooms the shelving should be built according to the quality and style of the goods the merchant will display. For instance, in the English and Vienna china rooms you will require cabinets under the counter for displaying cups, saucers, plates, etc., which are to be shown only to your exclusive prospective customers.

Regarding the stock to be carried, the writer believes that the basis of the business should be founded on open-stock dinner ware, English bone china, French china, Swedish bone china, together with high grade Austrian and German patterns. There should be a large showing of cut glass, rock crystal, and stein ware, including fancy china, silver ware, flat and hollow ware, sterling silver, English cutlery and carving sets, clocks, hammered brass, nickled plated ware, bronzes, marbles, electroliers and portables, high grade dolls and toys, and two good lines of enameled, steel and aluminum wares.

So far as the lighting of the basement is concerned, the use of the new Tungsten lamps is advisable. It is an undeniable fact that these lights, properly distributed throughout the department, give several times the volume of illumination in the same consumption of current that is given by the old style electric bulbs. Furthermore, by the use of Tungsten lights, we have found that the color, design and finish of the goods is brought into strong relief and the light is more evenly distributed over the basement, so that there are no dark corners. We are frank to say that we believe this illumination is the next thing to daylight and is superior to the arc lights and old style electric bulb, which have so long been in use.—*House-furnishtng Review.*

The New York Crockery and Glass District.

RIGHT on the dot at 12:38 p. m. Tuesday, Spring gently pushed old Winter aside and performed the usual act of casting a blanket of listlessness, languor and laziness on the country. Overworked bookkeepers wearily cast their stubs to the farthest corners of their desks and concocted rosy dreams of how to spend the summer vacation. Suburbanites resolved to at once unpack their garden equipment and attack their various back yards preparatory to planting the customary crops of radishes, tomatoes and spuds. "Back to the soil!" is the cry of the soul made wearisome by the business exigencies of the rapidly-waning season.

There is much to interest the buyer of dinnerware in the large display to be seen at L. Straus & Sons. No less than 160 catchy patterns of open stock dinnerware in the well-known Schwarzburg china are on view. This china has been meeting with almost phenomenal success, and the latest samples will undoubtedly gain the approval of the buyers who have not as yet purchased their spring stocks. The prices are moderate throughout the line.

To more effectively display their large line the Haviland & Abbot Co. are constructing an extension to their balcony which when completed will add materially to the appearance of the showroom as well as their own comfort.

The showing of Japanese goods at the warerooms of Cox & Lafferty is especially strong on medium and low priced vases. These can be had in every imaginable size, shape and decoration, at prices that are eye-openers. This branch of the C. & L. establishment has been receiving much attention lately, and is growing in a manner that surpasses even the most sanguine hopes of the firm before its installation.

Pressed tableware of the better class is becoming very popular now. Many people who have heretofore been using the cheaper grades of cut glass, with its many imperfections and lack of originality in design, are replacing it with good pressed ware. The United States Glass Co. have built up an enviable reputation by their offerings in this line. There are five new designs in tableware on display at the local wareroom. The pieces look very well, and are strictly high grade as far as workmanship is concerned. The firm report a fine run of business on their new "Empress," a deep etched pattern.

Bates & Ledden, local agents of the Guernsey Earthenware, Co., have just received a consignment of new samples from the factory. Among them are two novel-shaped containers for shirred eggs, a large oval baker, and four sizes of buffed steins. The latter are finely finished and are offered at a very moderate price. The firm report good business on the Guernsey line.

Herman C. Kupper's line of electric portables with silk shades is an excellent one. The revival of the silk shade popularity has been carefully watched by the fixture people for some time, and now that the demand has become forcibly apparent this line has been made up for the especial needs of discriminating buyers.

The housefurnishing buyer who does not see the enormous display of goods at the showrooms of Bawo & Dotter does himself an injustice. Particular mention should be made of their extensive line of aluminum cooking utensils. If there is anything that a housewife uses in this line that is not to be found here the firm would like to know it. The goods are substantially made and well finished, and can be had with or without rolled border. Needless to say, the articles are guaranteed to be pure aluminum.

H. R. Churchill, who represents L. Bernardaud & Co., Limoges, France, makes an offer to prospective buyers of popular-priced French china that should be accepted. The firm makes eighteen open stock dinnerware patterns. The offer is to send a plate of any of these patterns for consideration, together with

an illustrated booklet. This is an easy way for dealer to inspect the ware and ornamentation at his leisure, and the wise man will at once take advantage of the opportunity.

George F. Bassett & Co. are closing out a number of stock patterns, and are selling the remnants at extremely low prices. The pieces include cups and saucers, plates, fancy dishes, etc., a number of which are being sold as low as eighty-five cents per dozen. Searchers for "close-outs" should get busy.

J. H. Venon promises to deliver Kosta glassware in three months' time from Sweden. That's promising a whole lot; and yet he can positively do so. In fact, on special occasions he has done even better. The quality and price of these goods have been a revelation to the trade.

A number of new pieces of Emerald Deldare ware from the Buffalo Pottery were unpacked this week at the showrooms of Bates & Ledden. Unusual groupings characterize the decorations, and our old friend Doc Syntax figures in numberless episodes. The pottery reports that it is in good shape at the preset time to make quick deliveries.

The cut glass shaker with a Dresden china top shown by the Geo. H. Bowman Co. forms a combination which admits of decorative effects unobtainable in the ordinary glass-topped shaker.

E. Torlotting, agent of the St. Louis Crystal Glass Co., has just placed on display three or four new shapes and about a dozen new etched patterns in rock crystal style. One in particular has a panel effect that is as fine as anything in the District.

E. R. Thieler opened this week a lot of new and exceedingly desirable items in Mettlach ware, consisting of comports, footed bonbons, salads, steins, etc. A spoonholder made in the form of an acorn tilted at an angle of forty-five degrees is unique. There are lots of new plates and plaques showing scenes on the Rhine, and a line of vases in a new coloring which has the glow of the rising sun.

The centralizing of the Andrew H. Hoag Co.'s plant and showroom has proved a great convenience to those fixture buyers who have ideas of their own about their local trade, because the practicability of suggestions can be more easily decided in the factory where supplies are accessible.

The importance of correctly displaying china cannot be overestimated. Abels & Co., of this city, pioneer makers of display stands, racks, etc., are showing a very large assortment of easels to accommodate every style of plate, bowl, etc., made They arehaving at the present time a large call for their well-known rubber covered devices.

A. P. Doctor, manager of the local office of the Central Glass Works, is showing something entirely new in individual ice creams—Colonial effect, short stem and generous foot. Already orders have been received from several local hotels for it.

The Consolidated Lamp and Glass Co., Coraopolis, Pa., is working on its new line of Sheffield shapes, and will have them made up for gas in a short time. The latest decoration, an unusual iridescent effect, is keeping the local office pretty busy. The electric goods made a hit the moment they were placed on display, and there seems to be no doubt but that the shades made up for gas will have an equally good sale.

The Emil F. Kupfer sample line of cut glass in the local showroom at 65 West Broadway has been augmented by the arrival of a ten-inch squat bowl, several punch bowls, and a variety of assorted pieces in hobnail cuttings.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

TO	Shipments week end'g Mar. 4 '11	Corresponding period 1910	Exports Jan. 1 to Mar. 4,'11	Corresponding period 1910
Boston	164	125	1462	1388
New York	91	205	1802	1565
Baltimore	181	425	1795	2826
Philadelphia	123	168	930	1168
New Orleans	9	71	194	286
Newport News		..	6	55
San Francisco	....	....	18	
Portland (Me.)	....	43	373	543
Galveston	13		334	153
Portland (Or.)	....	...		
Inland Points	12	81	291	551
Total	593	1118	7208	8532

From the Freight and Shipping Circular of John Edwards & Co Liverpool.

TO	Shipments week end'g Mar 4, '11	Corresponding period 1910	Exports Jan 1 to Mar. 4, '11	Corresponding period 1910
New York	79	197	1674	1453
Boston	164	97	1399	1116
Philadelphia	123	168	969	1030
Baltimore	181	476	1790	2879
San Francisco	....		18	....
New Orleans	9	6	194	165
Portland (Me.)	....	35	241	240
Galveston	13	....	337	111
Newport News	....	....	6	55
Portland (Or.)	...	....	....	....
Inland Points	....	....	109	543
Total	569	979	6737	7592



IMPORTS AT NEW YORK.

Petaining to China, Crockery, Glass, etc., for week ending March 21, 1911.

ANTWERP

383	packages	glassware	B Gunthel
81	"	"	Graham & Zenger
50	"	"	Bawo & Dotter
159	"	"	E Utard
29	"	"	A Berger & Co
2,768	"	"	Miscellaneous Orders
110	"	chinaware	Theodore Haviland & Co
28	"	"	Vogt & D se
9	"	"	Koscherak Bros
41	"	"	L D Bloch & Co
11	"	"	Frank & DeKeyser
23	"	"	L Straus & Sons
24	"	"	G F Bassett & Co
26	"	"	O Goetz
3	"	"	Fensterer & Ruhe
1	"	"	Miscellaneous Orders
20	"	toys	Bawo & Dotter
16	"	"	B Illfelder & Co
16	"	"	Strobel & Wilken Co
8	"	"	Miscellaneous Orders

TRIESTE

324	packages	glassware	A L Crawford
9	"	"	Miscellaneous Orders

BREMEN

4	packages	glassware	L Straus & Sons
15	"	"	Samstag & Hilder Bros
10	"	"	A Steinhardt & Bro
49	"	"	H Endemann
267	"	"	Miscellaneous Orders
158	"	earthenware	Geo Borgfeldt & Co
44	"	"	Knauth, Nachod & Kuhne
54	"	"	Karl Hutter
28	"	"	Miscellaneous Orders
6	"	chinaware	C E Wheelock & Co
21	"	"	Strobel & Wilken Co
80	"	toys	Geo Borgfeldt & Co
24	"	"	Samstag & Hilder Bros
92	"	"	F W Woolworth
7	"	"	G W Travers
17	"	"	A Steinhardt & Bros
14	"	"	R H Macy & Co
8	"	"	C B R uss
46	"	"	Strobel & Wilken Co
120	"	"	Miscellaneous Orders

COPENHAGEN

8	packages	earthenware	Bawo & Dotter

ROTTERDAM

32	packages	earthenware	Bawo & Dotter
37	"	"	Geo Borgfeldt & Co
5	"	"	L D Bloch & Co
99	"	"	Lazarus & Rosenfeld
6	"	"	Miscellaneous Orders
19	"	glassware	Graham & Zenger
29	"	"	Miscellaneous Orders
6	"	toys	B Illfelder
21	"	"	F A O Schwartz
220	"	"	Miscellaneous Orders

HAVRE

2	packages	chinaware	Haviland & Co

SOUTHAMPTON

8	packages	chinaware	J H Venon
22	"	"	A G Moment
45	"	"	H Creange
40	"	"	Wm Guerin & Co
3	"	"	F W Jenkins & Co
15	"	"	Bawo & Dotter
43	"	"	Miscellaneous Orders

HAMBURG

101	packages	glassware	Fenesterer & Ruhe
9	"	"	F Bing & Co
16	"	"	J H Venon
28	"	"	Eimer & Amend
60	"	"	O O Friedlander
84	"	"	Kmy-Scheerer Co
6	"	"	Lazarus & Rosenfeld
3	"	"	Knauth, Nachod & Kuhne
11	"	"	Strobel & Wilken Co
84	"	"	Miscellaneous Orders
95	"	earthenware	Geo Borgfeldt & Co
6	"	"	J Palme
5	"	"	E R Theiler
32	"	"	Bawo & Dotter
519	"	"	F W Woolworth & Co
19	"	"	L D Bloch & Co
44	"	"	Koscherak Bros
67	"	"	Miscellaneous Orders
219	"	chinaware	C E Wheelock & Co
90	"	"	Strobel & Wilken Co
41	"	toys	B Illfelder & Co
15	"	"	G W Travers
7	"	"	Knauth, Nachod & Kuhne
	"		Strobel & Wilken Co
89	"	"	Miscellaneous Orders

LONDON

14	packages	toys	Strobel & Wilken Co

LIVERPOOL

4	packages	earthenware	The Rowland & Marsellus Co
15	"	"	G F Bassett & Co
7	"	"	H C Edmiston
2	"	"	Ed Butler
4	"	"	E Boote
3	"	"	J Wygand & Co
10	"	"	Bawo & Dotter
22	"	"	Maddock & Miller
2	"	"	Fondeville & Van Iderstine
3	"	"	W H Plummer
17	"	"	Meakin & Ridgway
18	"	"	Miscellaneous Orders
11	"	chinaware	C E Wheelock & Co

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

81	packages	earthenware	Jones, McDuffee & Stratton Co
90	"	"	Mitchell, Woodbury Co
2	"	"	E Butler
12	"	"	A W Chesterton
4	"	"	Houghton & Dutton
11	"	"	Miscellaneous Orders

NAPLES

32	packages	earthenware	Miscellaneous Orders

HAMBURG

11	packages	earthenware	Jones, McDuffee & Stratton Co
1	"	"	R F Downing & Co
24	"	"	National Expatch Co
36	"		F W Woolworth
8	"	"	Patterson Wylde & Co
11	"	"	Ocean Transit Co
2	"		Houghton & Dutton
4	"	"	Stone & Downer Co
46	"	"	L Wolf & Co
65	"	"	Miscellaneous Orders

FOUNDED IN 1874

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

Published Every Thursday

BY

WHITTEMORE & JAQUES, Inc.,

92 West Broadway, New York.

EDITORIAL ROOMS, TEL. 5092 BARCLAY.

MECHANICAL DEPT., TEL. 5086 BARCLAY.

SUBSCRIPTION RATES, INVARIABLY IN ADVANCE:

United States	$2.00
Canada	3.00
All other foreign countries in the postal union	4.50
Single copies	.10

In remitting subscriptions please send Postal Money Order.

Make all checks and drafts payable to Whittemore & Jaques, Inc. Out-of-town checks should bear the words "With New York Exchange"

Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, MARCH 23, 1911.

HOLIDAYS AND THEIR EFFECT ON TRADE.

OUR rulers have been very generous in the matter of setting aside certain days wherein business shall be suspended. We now have eight legal holidays, besides several others which, while not official, are so generally observed that they have almost as much recognition in many circles as though they were legalized. For instance, last Friday was devoted to honoring Saint Patrick. It was not a legal holiday, but downtown in the morning the absence of vehicles in the streets was marked. Broadway was particularly conspicuous in this respect. After one o'clock the region above Forty second street took on a gala appearance, Thousands left their daily occupations and thronged the streets to watch the parade and then find recreation and enjoyment as best they might.

The Easter holidays have no official recognition, and yet during what is known as Holy Week business is largely affected by those who attend to their church duties.

The Jewish holidays are numerous, and in this city, with its large population of Hebrews, have a decided influence on trade. The Feast of the Passover coming at the same time as Easter accentuates the Christian celebration, and Yom Kippur and Rosh Hashono take their quota of celebrants out of the business world for a brief period.

On top of all these legal and religious holidays the custom of making Saturday a whole day of rest when legal holidays come on Monday, and the gradual extension of the Saturday half holiday from the month of August, where it began, to May, June, July and August as a universal practice, with many firms closing the year 'round, has curtailed the working days of the year very materially.

The February holidays are especially annoying to the crockery trade, coming as they do in the very height of the season.

As regards the Saturday half holiday in summer, the day is practically lost so far as business is concerned, for buyers rarely put in an appearance. In fact, few of them attempt to make purchases at all on that day at any time of the year. Even in the import season Saturday is looked upon as a "bad day" in the trade.

Whether there is any loss of sales in the long run is a matter for dispute. It is claimed by some that what is not bought on a holiday will be purchased on some other day. Possibly yes. But is that quite logical? Suppose we doubled the number of holidays, thus giving everyone plenty of time for recreation. As it is physically impossible to do two days work in one, more help would have to be engaged, both on the buying and the selling ends. The expense of doing business would certainly be increased.

We are all crowding our business into fewer hours year by year. Time was when men did not consider it a hardship to begin business at seven in the morning and work till six at night, with four holidays a year. Now 8:30 a. m. to 5 p. m. is considered a day, with eight legal holidays and as many more semi-official. It is surely time to call a halt.

PERSONAL.

THE latest woman buyer to enter the field is Miss Pechner, whose father conducts an up-to-date establishment in the Bronx. She made a circuit of the trade on Tuesday, and evinced considerable skill in selection.

W. J. Justice, with J. Morgan & Sons, returned last Saturday after a successful selling campaign in the South.

J. T. Alderman, with the J. B. Riggan Co., Raleigh, N. C., was one of the week's visitors.

Carl Bawo, of Bawo & Dotter, will sail for Europe on Saturday, March 25. A. Hashagen sailed Wednesday.

One of the best known buyers coming to this market is W. H. Benedikt, who has been with L. Bamberger & Co., Newark, N. J., for a great many years. As soon as the firm's new building is ready for occu-

pancy he will be the head of a department that will compare favorably with any in New York.

⚜

Alfred B. Evans and Norman C. Walker left last week on their regular spring trips for Meakin & Ridgway.

⚜

A. C. Stein, Elizabeth, N. J., was making purchases in the District last week.

⚜

E. K. Ortez, Mamaroneck, N. J., ran in to the city last week on one of his frequent visits, and left some orders that delighted the hearts of the salesmen.

⚜

"Dan" Rothschild, of Ithaca, N. Y., disseminated a portion of his breezy personality throughout the District this week. "Dan," however, has plenty of it left, and his close association with the college boys of his town acts as an automatic feed on this desirable qualification.

⚜

Frank E. Fenner, Waterbury, Conn., was in town this week exploiting his "fresh air" theories and stocking up on spring goods.

⚜

Frank H. Earle, manager of the Springfield (Mass.) Woolworth store, has been transferred to the Worcester establishment.

⚜

George Morgan, of J. Morgan & Sons, made a number of short but busy visits in the District on Monday.

⚜

Alex. Yokel, manager of the local office of the French China Co., left Sunday night for a short trip. He will probably visit the factory at Sebring before his return.

⚜

Raymond Fiske, one of the star traveling men of the Consolidated Lamp and Glass Co., reached the New York office last Friday after a very successful pilgrimage.

⚜

Samuel J. Bloomingdale, senior member of Bloomingdale Bros., sailed on the Lusitania Wednesday for the purpose of visiting the firm's various branches and buying agencies in Europe. He will visit Paris, London, Vienna and Berlin before returning.

⚜

Thomas Pindar, formerly buyer for the Fourteenth Street Store, has gone with the Curran Dry Goods Co., Waterbury, Conn., as china buyer.

⚜

C. D. Keene and C. Wertheimer, with C. B & J. Warner, left to cover their respective territories this week. The former will devote his energies to Massachusetts and adjoining territory, while the latter will attend to the dealers in upper New York State and Ohio.

⚜

A. H. Heisey arrived in town on Monday to confer with his local agent, A. A. Bean.

⚜

A. L. Goss, of A. L. & E. F. Goss, Lewiston, Me., has been very busy during the week making numerous calls on his friends here.

⚜

R. I. Walsh, of the R. I. Walsh Co., prominent retailers of Ansonia, Conn., made the rounds of the District during the early part of the week.

⚜

O. Phillips, the popular buyer for McCreery, established himself in his Church street headquarters early this week, and has been making records in the way of calling on the trade.

⚜

O. L. Sutherland, who is negotiating the West in the interest of Geo F. Bassett & Co., is due to arrive in Spokane, Washington, on March 30. He will be there for four days, arriving in Seattle on April 5, stopping meanwhile at Bellingham and Everett.

⚜

"Mike" Seagrist, who was formerly a buyer for Walbridge & Co., Buffalo, and who gave up his position to go on the road, is back again as buyer for the Hens-Kelly Co. Buffalo.

⚜

A. E. Soules, Southern traveler for Morimura Bros., came home last week from the most successful trip he has ever made. He leaves again on Friday to go over the same territory.

BAGGAGE DELAY AT THE FERRY.

A NUMBER of traveling salesmen complain that they have been subjected to considerable delay in the forwarding of baggage at the Cortlandt street ferry terminal of the Pennsylvania Railroad. It is said that trunks checked at Cortlandt street do not go across the ferry as formerly, but are held until a sufficient quantity of baggage is received to make a truckload, which is then transferred to the new terminal at Thirty-fourth street. This practice involves considerable delay in forwarding sample trunks, which do not reach their destination on the same train with the owners, but on a later train, thereby subjecting the salesmen to a serious loss of time.

The matter has been taken up with the general passenger agent of the Pennsylvania Railroad. That official states that the baggage delivered at Cortlandt or Desbrosses streets is being handled in the manner

outlined as a temporary expedient, but that in the main it is handled promptly and in a manner satisfactory to patrons. To avoid all delay, however, and secure complete qromptness, the company has under consideration a rearrangement of the baggage service through Jersey City.

No change can for the present be made in the existing arrangement, however, but the public will be promptly advised of any improved facilities which the company may be able to introduce for the handling of baggage from the ferry terminals.

It will be well, therefore, for all travelers who wish their baggage to go on the same train with themselves to depart from the Thirty-fourth street station rather than from the Cortlandt street or Desbrosses street ferry terminals.

ELECTRIC BULBS LOWER.

AS the first direct result of the Government's move against the so-called "electric lamp trust" the Department of Justice has received intimations that the prices of all electric light bulbs will be reduced 33⅓ per cent all over the United States. By such cut in present prices consumers will save more than $6,000,000 a year. The Department continues to receive word that the various pools in the so-called trust are breaking up in anticipation of the suits which have been prepared.

IN TOWN.

Abbreviations—c, crockery; g, glass: hf, housefurnishings; l, lamps; t, toys; s, silverware.

THE following buyers have reported in town since our last issue:

A L Goss, of A L & E F Goss, c, g, Lewiston.

R J Walsh, of Walsh Co, Ansonia.

G E Broughton, wife Denholm & McKay Co, hf, c, g, Worcester. 2 Walker.

D Goldman, c, g, Milwaukee. Albert.

G W Hoagland, with Weiss, Smith & Co, hf, c, g, Hartford. Navarre.

J E Hogan, with Gamble Desmond Co, hf, t, New Haven. 129 West 27th.

M C Myers, with Miller, Rhoades & Schwarz, hf, c, Norfolk. York.

O Phillips, with McCreery & Co, hf, c, Pittsburgh. 214 Church.

C Smith, with Brown, Thompson & Co, c, t, Hartford. 2 Walker.

H G Wendland, hf, H G Wendland Co, Bay City. Impertal.

Mr Breen, with Glenn Co, hf, t, Pittsburg. 41 Union square.

C E Griffiths, with Montgomery, Ward & Co, hf, c, Chicago. 43 Leonard.

J F Brosseau, with Shartenburg & Robinson, hf, New Haven. 75 Spring.

A Jasman, with Meier & Frank Co, hf, c, Portland. 31 Union square.

R H Stern, jr, of R H Stern Co, hf, c, Boston. 45 East 17th.

W E Toole, with Burke, Fitzsimmons, Hone & Co, hf, Rochester. Imperial

W W Dodge, with J G Myers, c, t, Albany. 31 Union square.

A Hoagland, with Reid & Hughes Dry Goods, Co, hf, c, Waterbury. 75 Spring.

AT PITTSBURGH.

COUNTRY buyers have been coming into the Pittsburgh market in an encouraging manner of late, and local jobbers in imported goods have been experiencing a very busy fortnight. The orders of some of these buyers are far in advance of the volume placed a year ago. Dinner ware is selling well, and there is an improvement in the demand for fancy goods.

Samuel P. Arnold, with Fondeville & Van Iderstine, was at the Hotel Anderson with an attractive exhibit during the last week and was well pleased with local business.

The exhibit of hand-painted china at the Horne store which opened a few days ago under the direction of Harry Lewis, manager of the china and glass department, proved an attractive feature. This "Ceramic Salon" will be an annual affair here. There were 192 entries, and over 800 pieces of china were shown. The exhibit certainly proved that the Pittsburgh district possesses some very clever china painters. A large number of pieces were sold, and at excellent prices, one three-piece set fetching $60. The exhibit brought several thousand people into the department; and regular business had a decided boost.

At the local office of Kinney & Levan excellent business is reported, the services of several assistants being required by Mr. Lang. Imported dinnerware has been moving nicely, while the domestic lines have also been selling well. The lighting fixtures department is being gradually increased, and the display is a very attractive one. Cut glass from the K. and L. factory is being made a feature.

The Joseph Horne Co. were given the contract for the lighting effects which are to go into the new $15,000 McFeely residence in this city. This is said to be one of the best contracts the lighting fixture people have had to bid on in Pittsburgh for months.

At the showrooms of Bawo & Dotter the firm is maintaining the largest display it ever had in Pittsburgh. Besides the usual lines of dinnerware, salads, art objects and cut glass, a good line of rich portables and domes is shown. The doll line is very extensive, while the toy and housefurnishing lines are most elaborate. The entire display is under the guidance of Frank Zoellig.

Around the Glass and Lamp Factories.

Pittsburgh and Vicinity.

The Pennsylvania Railroad Co. has advised all glass manufacturers in the Pittsburgh district that until further notice no shipments will be received for Mexican points via El Paso, Tex. As a result all such goods are being sent to New York and thence to Mexico by steamer via Laredo, Tampico or Vera Cruz. Local glass manufacturers who have representatives in Mexico say that the latter mention nothing in their letters about the "uprising" and that orders are just a little better than at any time during the year.

As stated in our last issue, the glass manufacturers who met in this city last week agreed upon a two weeks' shutdown—from July 1 to 15.

Quite a number of inquiries are being received by the Ripley Glass Co. concerning special mold work, with the result that the company has given orders that the capacity of the mold shop be increased at once and also the number of workmen.

The "Puritan" table lines of the Tarentum Glass Co. have been increased lately. Several new pieces of a utility character have been added. The assortments into which these goods are being worked are proving attractive features with dealers, with the result that orders are very generous.

A. A. Grazier, formerly salesman with the Heisey factory, is making a special Western trip for the Duncan-Miller Glass Co., covering the territory heretofore looked after by Walter Lindsay. The latter is still at his home in this city, the severe weather of last week keeping him close to the house.

Daniel C. Ripley, who has been off duty for a few days because of a slight illness, has gone for a brief stay at Atlantic City, where he hopes to regain his former vigor.

The United States Glass Co. will show this season a new style of lamp collar which will be quite a departure from those now in use. It is said to be a marked improvement over anything of the kind heretofore used, and of course the company is keeping it "under cover" until the new lines of lamps are ready to present to the trade. This concern is also showing a number of new assortments in decorated table ware, one of which is known as the "Golden Jewel" and another the "Grand Prize."

The American Glass Specialty Co., Monaca, is showing a new line of solid gold decorated specialties, the product of the Jefferson Glass Co. It is known as the "Pure Gold Chippendale" line.

A. J. Smith, of the McKee Co., is continuing his trip through Southern waters, and is not expected home for several weeks.

W. J. Dillon has returned from a Western trip in the interest of the United States Glass Co., while S. R. Frazier and W. F. Jones are home from the Northwest.

A recent item in the JOURNAL anent the chicken farm of E. E. Wilgus, of the Buffalo Pottery Co., brought out the fact that Thomas Lohr, of the Indiana Glass Co , has over 500 white Leghorns on his farm in Michigan, while Jule Braun, of the Federal Glass Co., has over 1,000 Rhode Island Reds at his place just out of Louisville, Ky. A number of cut glass salesmen who have been in the district of late also tell of owning chicken farms, all proving successful.

"I am of the firm opinion that room exists for a large paste mold glass factory," said a well-known glass salesman to the writer. "I know some large buyers of this class of ware who are unable to get all the goods they want, and I also believe that I could market at least $100,000 worth of paste mold glassware annually without any trouble."

Ramon Lonelin, a native Mexican, is the representative of the United States Glass Co. in the City of Mexico.

Registered at the Ft. Pitt Hotel on Monday were: Geo. H. Service, with K. L. Wedgwood; Harry Seixas, with Edward Boote; Walter Knowles, with Pouyat;

Geo. Hamilton, with Furnivals; Henry Shirley, with Maddock & Miller; and John L. Storck, with B. Gunthel.

Bellaire, O. The Imperial Glass Co. is doing an excellent business this season, the demand for all lines being far in advance of sales of a year ago. The new lines of tableware have been proving popular propositions with the trade, while the specialties are more extensive than ever.

Grapeville, Pa. When the Westmoreland Specialty Co. placed their new highly polished "Keystone" table line on the market in January it was pronounced the best ever shown, and dealers have continued to order very liberally. It is the intention of the company to continue to add to the line, thereby being in a position to give the dealers anything they want in the "Floral Colonial" pattern.

Detroit, Mich. At a recent meeting of the Glass Enameled Package Co. the following officers were elected: president, H. C. Weidman; vice president, Waldemar Knust; secretary, F. A. Schaum; treasurer, Josiah Hughes. The company will commence operations within a short while, the construction of its large plant being near completion. George Shields, of New York, is also interested in this company.

AT BOSTON.

THERE are two good jobs available in this territory—one as successor to Harry M. Hollander's position with the Henry Siegel Co., and the other to the buyership of the R. E. McWhirr Co., Fall River. W. E Noyes, crockery and glass buyer for the latter concern, has tendered his resignation, to take effect April 2, and will become associated with the W. T. Grant Co., who operate a syndicate of retail stores in New England.

Mr. Levinsky, the recently-installed buyer for P. B. Magrane, Lynn, is "making good."

E. F. Goss, of A. L. & E. F. Goss, Lewiston, Maine, dropped in to shake hands with his friends en route home from a New York visit.

Among the recent incorporations is the Brewer-Macauley Co., Boston, with $25,000 capital, to operate a department store.

W. F. Davenport, of the Hillside Farm Hotel, Jefferson, N. H., was in town buying a complete china and glass equipment for his hotel.

Charles Woodbury, of the Mitchell-Woodbury Co., is very optimistic as to a substantial spring business.

T. J. McCormick, with John F. Sawyer, the McKee Glass Co. man, has arrived safely in harbor following a cruise about Massachusetts and Connecticut.

The Henry Siegel Co. drew a big crowd to the crockery department Monday for the extensively advertised $1.25 dinner sets.

Gardner Brewer of Burlington, Vt., was here this week and said his son is on the road to recovery now after a serious attack of pneumonia.

Geo. A. Granville and Paul M. Phillips have left town order-gleaning bent in Connecticut and Western Massachusetts.

Following a vacation spent in Cuba, E. M. Randall, the crockery dealer in St. Johnsbury, Vt., dropped in Monday.

An infrequent visitor was Mr. Krouse, buying for the Pawtucket, R. I., store of the Shartenberg & Robinson Co.

John J Reed has received a bunch of samples covering special Japanese china assortments, which he says are selling strongly.

Mr. Witherell, with the Edwin M. Knowles China Co., East Liverpool, who has been covering northern New England, called on the trade here Monday.

James F. Leary, with J. Samuels & Bros., Providence, R. I., was buying goods here this week in his usual keen way. And, incidentally, he isn't afraid to secure large shipments to save freight charges, which is undoubtedly responsible for the good values he offers to Providencians.

George W. Fuller, owning a china store in Salem, and Mr. Disco, of Disco Bros., Norwich, Conn., were buying here this week.

CLEANING GLASS GLOBES.

THE smoked and dusty globes of chandeliers can be nicely cleaned by soaking them in hot water to which a little sal-soda has been added; then put some ammonia into hot water, immerse the globes and scrub quickly with a stiff brush. Rinse thoroughly and wipe dry.

Among the Potteries
East and West

East Liverpool and Vicinity.

There is a growing demand for dinner ware from the five and ten cent dealers. These have taken away a lot of trade from the department stores and exclusive china dealers, with the result that the latter are ordering only the better lines. Even at that the business done on good crockery is rather limited when compared with the amount of ware sold by the five and ten cent dealers.

* *

The Hall China Co. hit upon a good idea when it decided to gradually work into an exclusive open stock underglaze decorated semi-vitreous porcelain hotel line. Being the only plant in the district catering to this class of trade, one of those "long-felt wants" has been filled. All decorations are carried in stock, and orders are shipped immediately upon receipt.

* *

Five years ago, W. L. Smith, of the Taylor, Smith & Taylor Pottery Co., disposed of his interest in the McNicol-Smith pottery at Wellsville to Albert Corns. Four months ago the JOURNAL announced that a change in the name of the firm was contemplated and that incorporation was planned. The newspapers of this city last week came out with the above information as something new.

* *

Once a week the officials of the Colonial Pottery Co. hold conference with the managers of departments. Excellent results are obtained. In fact, the meetings have been of greater benefit to all concerned than was anticipated. It is said that several other manufacturers contemplate adopting a similar plan.

* *

The demand for toilet ware has been increasing with the Cartwright Bros., and because of this a new shape is being prepared. The first piece in the glost has been brought through the kilns, and within a few weeks the entire set will be sent to the decorating department.

* *

Hugh Nevin, Eastern salesman for the Knowles, Taylor & Knowles Co., has been confined in the East Liverpool City Hospital with an attack of pneumonia. His condition at this writing is improving, and it is possible he will be able to leave the ward during the week.

* *

George Davis left Monday on an Eastern trip for the Smith-Phillips China Co., as did Cecil E. Taylor for the Taylor, Smith & Taylor Pottery Co.

* *

William C. Lynch, who has been home several days suffering from lumbago, has left for New York State territory for the Taylor, Smith & Taylor Pottery Co.

Trenton.

The new addition to the Cochran, Drugan & Co. pottery has been completed, and one of the newly-erected kilns was fired for the first time last Saturday.

* *

James Moses, president and heaviest stockholder of the Mercer Pottery, has purchased the Seattle Theatre, in Seattle, Wash., for $300,000. Just what will be done with the property has not yet been decided, but it is not likely that it will be operated as a playhouse.

*

Henry G. Willets, son of Daniel Willets, who formerly operated the Willets Pottery, sailed last Saturday via Galveston for Arizona, where he will engage in the operation of an Angora goat ranch. Mr. Willets has spent much time in the West in the past, and the length of his present stay is indefinite.

Tower, Minn.

Work is said to have been started upon the erection of a new pottery at this place which will make a special line of stoneware.

Coshocton, O.

A regular park will be laid out around the Pope-Gosser China Co.'s plant this spring, according to present plans. Cement walks will be laid, maple trees have been set out, flowers will be planted later, and

the lawns sodded. It is intended to make the plant one of the most pleasantly situated in the country, and in keeping with the character of the goods made there.

Huntington, W. Va. Incorporators of the new Lessel Art Pottery Co., whose plant will be built here, are as follows: John B. Lessell, William Kirk, S. B. Stiles, Edward Neely, E. G. Stephenson, H. F. Dickel, H. B. Stout and W. S. Keever. Plans for the new plant have prepared and construction contracts will be let at an early date. It is reported that New York interests are also connected with the concern. The capital stock is $25,000, of which $4,200 has been paid in.

New Castle, Pa. The Shenango China Co. has just completed filling a Government order for $15,000 worth of their ware for the navy. R. C. Scott, formerly with the E. B. Adams Co., Washington, D. C., is now identified with the sales department of this plant.

Wheeling W. Va. At the anuual meeting of the stockholders of the Warwick China Co., held recently, C. E. Jackson was elected president and general manager, succeeding Thomas Carr, who announced his intention to retire from active business cares several months ago. Other officers are: vice president, M. N. Cecil; secretary, O. P. McKee; board of directors: James M. Clarke; L. F. Stifel, and the officers. Mr. Jackson was formerly connected with pottery interests in Syracuse, N. Y., and is a graduate of the Ohio State University School of Ceramics. Additional machinery is being installed at the plant, and the capacity is to be increased with a view of operating it steadily throughout the year upon a new product.

BUSINESS BRIEFS.

A new five and ten cent store was opened in Trenton, N. J., last Friday by S. S. Kresge.

* *

W. J. Chain, of Chain & Ferrell, china dealers, Washington, D. C., has retired from the firm.

* *

The W. H. Newborn glass works at Royersford, Pa., were destroyed by fire March 16. Loss $125,000.

* *

J. Dolfinger & Co., Louisville, Ky., have filed articles of incorporation, with a capital stock of $30,000.

Ehrich Bros., dry goods merchants, Sixth avenne, this city, discontinued business on Wednesday, the stock being bought by the H. B. Claflin corporation.

* *

At Davenport, Ia., last week fire started from a crossed electric wire in the Lorenzen Block, occupied by the Lorenzen Crockery Co., and caused a loss estimated at about $18,000. Stock and building fully covered by insurance.

CUT GLASS PLANT SHUT DOWN.

THE Maple City Cut Glass Works, Hawley, Pa., of which T. B. Clark & Co. are proprietors, has shut down permanently, according to an official statement issued by the concern. Seventy-five men are affected. Last Saturday a disagreement arose over the price for cutting a bowl, the men demanding an increase of $6.00 per dozen. Apparently the matter could not be arranged, and a walk-out took place the same day. The men demanded that an answer to their complaint be given on Monday morning. When this time came the doors of the factory were found to be locked. The Clark Co. are said to have sold their building to a powder concern which is expected to take immediate possession.

FIT-ALL COVER

Sells Quickly and Profitably

Because women instantly recognize it as a novelty and a household necessity.

This recently-patented cover—made both in opal and crystal glass—is so peculiarly molded that it will fit any food receptacle from 1½ to 4½ inches in diameter, keeping out dust, flies and all impurities from cups, bowls, glasses, etc.

A number of New York stores are now demonstrating it with great success.

Retail price, **10** cents.

Write me to see you in New York; or,

A postal card will bring you sample and prices.

JOHN S. BAKER, 227 EAST 49th STREET, NEW YORK

COME IN AND SEE

A. J. Wilkinson's, Ltd.
Bourne & Leigh.
Upper Hanley Pottery Co.
J. H. Weatherby & Sons.
R. Sudlow & Sons, Teapots
Shorter & Sons, Majolica.
Collingwood Bros., China

our new shapes and patterns in dinnerware from our noted factories, showing the largest variety of designs we have ever had.

It gives us great pleasure to invite your attention to our new ware, "ORIFLAMME," OR FLAME WARE.

We are also showing the largest assortment and greatest variety of new shapes and attractive patterns ever offered in Teapots.

ROBERT SLIMMON & CO.

96 Church Street, New York.

Jobbers carry the sample lines.
We carry the stocks for you.

Jobbers send us their orders.
We ship upon receipt of same.

We have adopted this plan. It is new in the Domestic pottery business. Jobbers find it pays them.

OUR SOLE SPECIALTY:

UNDERGLAZE DECORATED (and plain white)

Semi-Porcelain Hotel Ware.

Jobbers DO NOT HAVE TO ORDER LARGE STOCKS, for they work from the SAMPLE LINES. All treatments are in open stock bands and borders, and we carry large quantities of each treatment in our warehouses. We know you will be interested; therefore—WRITE US!

HALL CHINA CO., East Liverpool, Ohio.

A HOUSEHOLD NECCESSITY.

THE "Fit-All" cover—made in both opal and crystal glass—is of such obvious value that every woman will instantly recognize it as a household necessity.

This recently-patented device is so peculiarly molded that it will fit any receptacle from 1½ to 4½ inches in diameter, keeping out dust, flies and all impurities from cups, bowls, glasses, etc.

A number of New York stores are now demonstrating it with great success. Retailing at ten cents, it yields a good profit, and the sales are already large. Write to John S. Baker, 227 East Forty-ninth street, to call on you when in New York, or if out of town a postal card will bring sample and prices.

SPECIAL NOTICES.

The cost of advertisements under this heading is $1 for the first and fifty cents for each following insertion for each half inch of space (30 words). PAYABLE IN ADVANCE.

ATTENTION, CROCKERY HOUSES.

Wanted, a position by a young man twenty-three years old in a crockery or glass house, where I can make myself generally useful. Give me half a chance and I will make good.

Address Box 754, this office.

HELP WANTED.

WANTED—Salesman to carry a high-class article as a side line in the South, West and Coast. Address Box 753, this office.

WANTED—A traveling salesman of ability, who has clean record and can "make good." To such a good salaried position is open, for sales force is being increased. Want to hear from only live men. Address in confidence, IRENLE CHINA Co., East Liverpool, Ohio.

SALESMAN—Good live salesman wanted for first-class line by cut glass manufacturer on a salary and liberal commission basis. J. H HERRFELDT & Co., 71 Clymer St, Brooklyn, N.Y.

WANTED—Experienced man to take the agency of a well-known line of fixtures and lighting glassware in Ohio and West Virginia. Fine opportunity for a live man. Address W. E. M., this office.

FOR SALE.

FOR SALE, reasonable.—Formula for inexpensively manufacturing Liquid Bright Gold for china decorating, etc. Equals the renowned R & H Chemical Co. brand. Sample and particulars from DR. BAUER-FREITENFELD, 23 William St., City.

TO LET.

LARGE space in the heart of the crockery and glass district. Particularly suitable for china, cut glass or brass lines. Exceptional facilities in the way of display. Rent reasonable. Address CERAMIC IMPORTING Co., 37 Murray St., New York.

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CROCKERY AND GLASS JOURNAL

NEW YORK, MARCH 30, 1911.

THE CONDITION OF BUSINESS.

New York. A waiting policy will perhaps describe the condition of trade at the present time better than anything else. While the jobbers bought freely, since their departure from the city visitors have been rather scarce, and hand-to-mouth buying seems to be in vogue now. On the road the men are meeting with varying success. For instance, we hear that those who take in Philadelphia, Baltimore and Washington have an excellent trade. West of there, in Pittsburgh and points between that city and the Mississippi River, business is not so good, while from New England come excellent reports. So erratic, however, is trade that by the time this is in print conditions may be exactly reversed. Individual cases differ just as much. Some salesmen report that they have been universally successful wherever they have been. Others complain bitterly. Quite a number say that one day may be good, followed by several when scarcely anything is done.

The crockery manufacturers are finding almost exactly the same conditions as the importers. In East Liverpool the factories are working full on orders taken early in the season, but complaint is made that since the first week in March there has been a woful falling off in orders.

The glass manufacturers have been doing a little better, but they, too, notice a decrease in demands.

Of course no one for a moment thinks that trade is over for the season. The proportion of buyers who come to market is small compared to the great number of purchasers who secure their supplies otherwise. The great majority of these non-visitors have yet to buy, and that their stocks are low is known for a certainty.

Speaking of small stocks, the official report of goods in bond in New York this week is rather astounding. Only $12,000 worth of china and earthenware, decorated and undecorated, were in the storehouses in this city. Such a small quantity in bond has never been known before within the memory of any man in the business.

The apathy of the regular trade in the matter of buying is deplorable. It may be that some of them think that because during the past year or two they may have been able to buy from stock from houses which ordinarily do only an import business they will continue to be supplied. If they base their expectations on such conditions they will probably be disappointed. Matters are very different now. Importers then had contracted for goods in large quantities from the factories in Europe, and were obliged to take them. To dispose of them they were obliged to sacrifice. They have learned a lesson, and are buying now abroad only what they have already sold.

The American potteries are working almost entirely on orders. Their stocks are almost nil. A

personal visitation last week to many of the larger plants in the Ohio Valley revealed empty bins everywhere, the rule being from kiln to car. Decorating shops are working nights to keep up with the demands for quick delivery—another indication of low stocks.

The crockery and glass trade is not alone in the matter. The waiting policy is almost universal, extending from the stock market through all branches of mercantile life. The early spring trade in all lines was good, just as it was with the interests we represent, and now it is halting. With everything pointing to bountiful crops, with a revival of interest in the steel trade—the big plants all down the Ohio Valley having started up in full blast within two weeks—and with money plentiful and easy, what people are waiting for puzzles the best financiers in the country.

Of course at this season of the year the roads in the rural districts are in very bad condition and it is hard for farmers to get to market; but as the frost is out of the ground it will not be long before the highways are dry, and business must improve. Despite the present lull, conditions look very favorable.

Trenton.

All plants are being operated to capacity, and trade remains brisk. Good orders are being received from salesmen almost daily, while a few of the manufacturers report mail orders exceptionally big. This condition, manufacturers infer, shows a return of confidence to buyers, and they are very optimistic in their views regarding future business.

East Liverpool and Vicinity.

There has been more or less falling off in orders for dinnerware during the last fortnight, due solely to the apathy in retail lines. On the other hand, the demand for specialties is up to normal, and the call for these lines is gradually increasing While all potteries are operating, yet more businees could be taken care of without crowding capacity. Salesmen are working hard, and business from new channels is being sought out.

Pittsburgh and Vicinity.

Apathy rather ruled the local glass market dnring the past week, although some of the glass manufacturers report a very fair flow of new business. The weather is blamed. Conditions have been against retail buying, except for absolute needs. The demand for flower vases has been increasing, however, due to the approach of the Easter season. Souvenir glass manufacturers have already started to book business for early delivery.

MONTHLY SUMMARY OF IMPORTS.

THE imports of earthenware, stone and china ware for the month of January, 1911, compared with the same month in the preceding year, were as follows:

	1910	1911
Great Britain	$198,624	$190,333
Austria	54,382	52,323
France	107,465	98,184
Germany	224,738	262,799
Japan	62,753	72,080
Other Countries	22,683	22,120
Other Europe		
Total	$670,645	$697,789

FOR SEVEN MONTHS ENDING JANUARY.

	1909	1910	1911
Great Britain	$1,315 858	$1,603,317	$1,574,689
Austria	619 265	570,310	467,608
France	923,902	1,101,861	1,101,913
Germany	2,391,130	2,628,837	3,061,306
Japan	703,446	830,911	8 9,696
Other Countries	146,622	218,821	244,859
Other Europe			
Total	$6,089,723	$6,954,057	$7,279,601

TOYS

	1910	1911
Germany	$263,864	$277,143
Other Countries	45,317	69,351
Total	$309,181	$346,494

FOR SEVEN MONTHS ENDING JANUARY.

	1909	1910	1911
Germany	$3,207,977	$4,389,427	$5,284,131
OtherCountries	302,182	432,570	554,928
Total	$3,510,159	$4,821,997	$5,839 059

GLASSWARE.

JANUARY		FOR SEVEN MONTHS ENDING JANUARY		
1910	1911	1909	1910	1911
$308 131	$185,805	$1,613,418	$2,219,163	$1,524,503

ARTICLES OF METAL ENAMELED OR GLAZED WITH VITREOUS GLASSES.

JANUARY		FOR SEVEN MONTHS ENDING JANUARY		
1910	1911	1909	1910	1911
$78,909	$48,497	$384,038	$456,912	$484,954

The New York Crockery and Glass District.

The principal point about the domes of the New Method Art Glass Co., on view at the showrooms of Cox & Lafferty, is the closeness with which the designs follow nature. A good example of this may be seen in their grape pattern. The grape is extremely difficult to reproduce, owing to the character of the shadings called for. But here it is in the most natural fashion, with both berries and leaves in tints true to life. This design is but one of the many that are carried out with the same painstaking attention to details.

The display of white bone china at the warerooms of A. A. Vantine & Co. is a large one and includes everything conceivable in the way of dinnerware, fancy sets, and odd pieces. The many floral decorations show up exceedingly well on this body.

The popularity of what have come to be known as "summer sets" has been increasing yearly. The Haviland & Abbot Co. have a number of choice assortments in these sets, which consist of a tray, ice water jug, covered match box and candlestick, decorated with flower sprays and border effects. Their Boudoir sets contain all the needed articles—puff box, hair receiver, ring tray, candlestick and large serving tray. The Croton sets consist of toothbrush holder, soap dish with or without cover, and mug. The decorations on all these sets are light and gracefnl

The new Sheffield glass shades made up for gas were received this week by William D. Dougherty, manager of the local office of the Consolidated Lamp and Glass Co. The line of lighting glassware was also augmented by the arrival of three new shapes, one of which is shown in green, red and amber, with sandblast panels in Mission effect, while the others are frosted and plain.

While new decorations of merit are not the easiest things in the world to create, the most difficult problem confronting the potter is that of producing new shapes. The French manufacturers are constantly evidencing their ability in this line, as the display of china from L. Bernardaud & Co., in charge of H. R. Churchill, attests. The dinnerware line is one of the largest in the District, and can be had from stock or on import. As an example of the latitude in selection, there are eighteen stock patterns alone, not to mention the goods to be had on import

Bernhard Hellmich, the commercial photographer who does considerable work for local china and glass firms, will remove April 20 from West Broadway to 176 Park Row, where he will have 3,000 square feet of floor space devoted exclusively to photographic purposes.

George N. Blust, manager of the local office of the Pittsburgh, Lamp, Brass and Glass Co., has just received a dozen style "showers" suitable for inverted gas. The fixtures are in many finishes, with glass to match, and are very handsome in appearance. There are also a multitude of new designs in popular-priced portables.

Geo. F. Bassett & Co. are offering bargains in French china plates and cover dishes—samples from factories. Plates that are worth from $2 per dozen up to $18 per dozen are quoted at $2.50 per dozen in assortment. The cover dishes range in value from $1 each up to $8 each and will be sold at $1.50 each in assortment. This is a chance worth while.

The latest arrivals from the Duncan & Miller factory at the warerom of Paul Joseph, the local agent for the company, are three new vases in rock crystal effects. They are for short-stemmed flowers and are made with a hexagon base. The various styles are extremely handsome

Robert Slimmon & Co. are having great success with their new shape from Wilkinson's, known as the "Madrid." It is shown in a flow blue of a particularly rich tint and with gold illuminations is very attractive. There is another with cluster roses and a gold edge which also appeals to buyers, and the La Belle in flow colors of various hues has been one of the best sellers

of the season. White and gold are always good, and on this pattern show to great advantage. There is also an Indian tree decoration with some additions which make a very salable design.

The "Paroutaud" line of French china is more than fulfilling expectations, according to Fondeville & Van Iderstine. The firm is constantly in receipt of new creations in this china.

Demonstrations of the "Fit-All" dish cover are being made in various shop-windows of the city, and are attracting much attention. On a table in front of the demonstrator is an array of articles, including a whiskey glass, milk bottle, jug, cups and bowls, etc. Each in turn is lifted from the table and covered by the demonstrator in a way to show the effectiveness and adaptability of the device; and sales invariably follow.

The local office of Edward Miller & Co. has just received a novel electric lamp that will be hard to beat for general utility. It has an adjustable standard and can be used as a piano lamp, for reading, and in a dozen different ways, being fitted with an adjustable reflecting hood to centralize the light and keep it away from the eyes. The lamp is made up plain, and can be had in all finishes. It seems to fill a long-felt want, and should have a good sale.

The order file at the showroom of John Nixon, local agent of the Fostoria Glass Co., shows plenty of specifications for "Colonial-Intaglio" pressed ware. The line includes as assortment of oils that are especially graceful.

DEMONSTRATIONS INDUCE BUYING.

AN effective demonstration in a housefurnishings department is a sales-producer because it not only interests shoppers, but also creates on their part a desire to buy; and to induce that desire is the chief problem confronting the department manager. The actions of the demonstrator naturally make an appeal for the shopper's attention. Once interested, the prospective purchaser becomes fascinated by the novelty and utility of the article demonstrated, and lingers awhile in order to miss nothing. Then somebody buys, and the effect is magical, for the silent but convincing sign of approbation irresistibly influences other shoppers to make purchases.

Much free advertising can be had from demonstrations. Women like to talk about what they have seen in a store, and give detailed descriptions to friends and neighbors. The housefurnishings man is wise who furnishes material for these conversations about his department. To a woman a demonstration is a fertile subject for talk which often results in the visits of at least a dozen shoppers to the particular place in which the demonstration is held. The cumulative result is worth thinking about.

AT BOSTON.

THIS is the time of year to get after the summer hotel trade. Nearly every one of the hundreds of New England summer hotels have to replenish or buy an entirely new china and glass equipment. Visitors spend over six millions of dollars here each summer, for this ranks as one of the best vacation spots in the country. Circularization of these hotels now will surely be prolific of good results

Trade is decidedly "specky," one day being brisk and the next very much off.

Harry B. Hollis, the glass man, has received two dozen samples of large oil paintings, and his display rooms now look like a veritable art gallery. He has divided one of his rooms into a "Krystol" exhibit, where the full Chippendale line is displayed.

A. E. Haskell, representing the Federal Glass Co., whose hobby is automobiling, spends every pleasant Sunday spinning over the highways. He is the only "glass man" in the district owning a benzine buggy.

J. Frank Hinckley arrived in town this morning after a trip around the western section of the State. He says that while there is room for improvement, trade is seasonable.

Mr. Bunker, buyer for the J. M. Stewart & Sons Co., Concord, N. H., was here for a few hours on Monday.

M. J. Ryan, glass buyer for the Bon Marche Dry Goods Co., Lowell, Mass., has resigned to become successor to W. E. Noyes with the R. E. McWhirr Co., Fall River. Mr. Ryan is one of the most able buyers in New England, and in his new spot has a much better field for the extension of his recognized ability.

Henry T. Edwards, the Fostoria Glass Co. man, propounds the following problem: "Why is it that trade seems to be off when money is so plentiful that bankers can't sell it for three per cent?"

"Billy" Cummings, buyer for the David Harley Co., Pawtucket, R. I., left some orders here the beginning of the week.

"What redress has a traveling man who makes a rate with a hotel manager and then the proprietor

raises it?" asks W. M. Pingree, manager of the Boston office of the Tajimi Co., who claims that he was flimflammed at a hotel in New Haven, and would be thankful to learn how to get back at the hotel man.

Charles Kaiser, with Morimura Bros., who has been here the past few days at the new sample rooms, says that a complete line will be displayed, being practically a replica of the New York showing.

Mrs. Charles Pearson, cut glass buyer for Homer's, recently sustained an injury while attempting to board an electric car. It will be some time ere she fully recovers.

E. E. Wilgus, with the Buffalo Pottery, writes from Omaha, Neb. that business is holding up fine in the west, and that he will be in Boston during the middle of April.

G. F. Barker, owner of the St. Albans, Vt., Coffee Co., also owns one of the largest crockery stores in the State.

R. E. Phillips, of the Boston headqnarters of S. A. Weller, has returned from a jaunt about Vermont and New Hampshire with good results,

Mrs Sydney Davis, buyer for the True & Blanchard Co., Newport, Vt., was a visitor this week.

H. M. Hollander is still connected with the Henry Siegel Co., and will be for the year of 1911. He will employ a manager for the store he contemplates opening at Holyoke, and will supervise it from this end.

MUST GIVE CREDITORS NOTICE.

A DECISION of State wide importance to wholesale houses, jobbers, credit men's associations and dealers generally has been filed in the U. S. court at Utica, N. Y. The decision upholds section 44 of the Personal Property Law, which provides that a person who is intending to sell out his business in bulk must first give his creditors five days' notice. The law is designed to prevent a person from selling out his stock of goods secretly and then leaving the country without paying his creditors.

The law was passed in 1907 and this test case arose over an incident in Delaware County. The case was given to a referee, who decided that the burden of the proof of fraud is upon the creditors and trustee. This decision was appealed from and now Judge Ray decides that a sale in bulk made without a five-day notice to the creditors is presumed to be fraudulent and that the burden of proof that it is not fraudulent is upon the persons who buy the goods and the person who sells them.

AT CHICAGO.

AMONG the buyers of crockery, glass and housefurnishings at Chicago during the past week were: H. H. Hanawitz, of J. Hanawitz & Son, Mosinee, Wis.; A. R. Williams of U. K. Williams & Son, Pikeville, Ky.; F. D. Warner of Warner & Ringo, Girard, Kas.; S. P. Ronalds, of Ronalds & Ronalds, Grayville, Ill ; W. G. Lonnsberry, of Lonnsberry & Kurmadt, Conrad, Ia.; R. O. Shenkner, Weston, Mo.; W Orenstein, of Orenstein Bros, Houghton, Mich.; C. Gode, Williamsburg, Ia ; H. G. Williams, Ida Grove, Ia.; C. P. Lewis, Britt, Ia.; C. W. Shireman, Keystone, Ia.: John Kelly, Van Horn, Ja.; L. P. White, of F. D. White & Son, Sioux Rapids, Ia.; James Bohring, Belmond, Ia.; R. F. Wiley, of Worrel & Wiley, Springville. Ia.; C. B. Miles, of Miles Bros. Corydon, Ia.; Geo. Smith, of Smith & Goodwin, Howard, Kas.; F, A. Lusk, of F. A. Lusk & Son, Ida Grove, Ia.: C. E. Anderson, Sheffield, Ill.; T. W. Strother, Hubbard, Ia.; Morris Hakes, of the Hakes Mercantile Co., Laurens, Ia.; F. J. Bohri, of Bohri & Co., Fountain City, Wis.; Edward Haas, Houghton, Mich.; L. E. Christensen, Coulter, Ia.; Frank Rafferty, Spring Valley, Minn.; Sam Crawford, of the Crawford Commercial Co., Cedar River, Mich.; Phil Schreimer, Lancaster, Wis.; Thos. Ponader, Bremen, Ind.

* *

Leonard Stock, who has been at the Palmer house the past week with the Ahrenfeldt lines of china, left Saturday for St. Louis to spend a week among the trade there.

* *

Mark J. Donaldson, representing the Homer Laughlin China Co., was here last week shedding the radiance of his genial amile upon the buyers for the big department stores.

* *

C. E. Patterson, head crockery buyer for the Carson, Pirie & Scott Co., is expected back from his trip to Europe around Easter.

* *

Alfred Moment was at the Auditorium with the French china lines of M. Redon.

* *

Thomas Smallwood has been at the Auditorium for several days offering to the trade the famous "G. D. A." porcelain.

* *

M. L. Stern, Western salesman of the Burley Co., it starting for the Pacific Coast again this week and will show the firm's lines at the Hotel Alexandria in Los Angeles for about a week before moving on to San Francisco, where he will make his headquarters at the St. Francis for the balance of the spring season.

* *

J. C. Deens, representing the D. E. McNicol Pottery Co , East Liverpool, was here calling on the jobbing trade.

FOUNDED IN 1874

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

Published Every Thursday

BY

WHITTEMORE & JAQUES, Inc.,

92 West Broadway, New York.

EDITORIAL ROOMS, TEL. 5092 BARCLAY.

MECHANICAL DEPT., TEL. 5086 BARCLAY.

SUBSCRIPTION RATES, INVARIABLY IN ADVANCE:

United States	$2.00
Canada	3.00
All other foreign countries in the postal union	4.50
Single copies	.10

In remitting subscriptions please send Postal Money Order.

Make all checks and drafts payable to Whittemore & Jaques, Inc. Out-of-town checks should bear the words "With New York Exchange"

Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, MARCH 30, 1911.

MANY inquiries come to this office concerning the so-called "uptown movement," an impression having been created that there will be an exodus from the District sooner or later. A careful canvass downtown results in the conviction that there will be no general movement north for at least two years. Many leases are in force which will not terminate until May, 1913, or later. Besides which, prominent firms owning their premises are not likely to change until they are forced to do so. By the time the fall of 1912 arrives conditions may have materially changed. If the downtown District is to be abandoned an endeavor should be made to concentrate at some given locality, and if the Crockery Board of Trade were to take the matter in hand a conclusion might be reached as to the best section. It certainly will not be to the advantage of the trade to scatter.

"ORDER-TAKERS" vs. "SALESMEN."

IN a recent issue, one of our staff, casting about for a synonym for "road men," "knights of the grip," "drummers," etc., inadvertently used the appellation "order-takers" in reporting the departure on their respective tours of the salesmen of a well-known concern. The management was quick to take exception to this characterization, contending that there were no "order-takers" on its staff—that its men were, in every sense of the word, real salesmen. And quite right, too. There is a vast difference between an "order-taker" and a "salesman," as is shown the moment competition becomes keen. An order-taker is a man without initiative. He supplies a demand, but does nothing towards creating one. His work is mere routine, and is never spiced by the thrill of victory after landing an order that required his best efforts. He seldom develops into a salesman, for that inborn "something"—call it personality, magnetism, or anything you choose—is absent from his make-up. New territory is a horror to the order-taker. The salesman views it as a field in which to try out his possibilities. The one sells goods; the other is content to jot down the items buyers may happen to need.

A CROCKERY AND GLASS TRUST?

A PLAN is before the trade, emanating from H. M. Schwarr, of Ossining, N. Y., to consolidate several of the large importing houses of the city into one company, with the idea of erecting, purchasing or leasing a big establishment in the uptown district for the purpose of marketing imported china and glass. The project is very comprehensive, involving a big outlay of money, and if it goes through will result in the biggest establishment of its kind in the world. The outcome is being watched with great interest.

PERSONAL.

AN amusing incident occurred last week in the office of Bates & Ledden. Edward Hammond has been experimenting for some time with various metals to secure a fern dish lining that would suit him. One afternoon last week he finally produced one that met his ideal in every way. With a shout he burst into the B. & L. showrooms, holding the hot metal with a pair of pincers. M. S. Benford, who has charge of the Emil F. Kupfer display of cut glass in an adjoining office, was present at the time. After various opinions had been aired, complimentary and otherwise to the new lining, Benford asked for a closer view. "Eddie" handed him the pliers, but released his hold before Benford had properly grasped them. The result was that the new lining made a quick drop dive, and with a graceful carrom off Benford's pet bunion reduced itself to a shapeless mass on the floor. The situation was strained for a moment, and was only relieved when Hammond solemnly picked up his erstwhile lovely creation and withdrew, too full for utterance.

E. Torlotting returned to his desk Tuesday after an illness of eight days' duration.

Wm. Scofield and D. I. Feldman, with the French China Co., left to cover Virginia, West Virginia and Kentucky on Monday and Tuesday respectively. Alex.

Yokel, manager of the local office, returned Monday morning from his Chicago trip, and H. Gerson, the sales manager, left Tuesday night on a six weeks' trip that will take him through to the Coast.

⚜

A. H. Ledden says that by reason of the approving pats of buyers on account of the Buffalo Pottery and Guernsey earthenware lines a shiny mark has been worn between his shoulder blades.

⚜

Wm. M. Oddie sails for Europe the last of this week accompanied by Geo. J. Lenk, who will remain permanently as foreign buyer for the Geo. H. Bowman Co. Mr. Oddie will return in about a month or so.

⚜

A. S. Gump, of San Francisco, sailed for Europe Wednesday on the Oceanic. Mr. Gump says that his china business is increasing year by year and that he is buying more of this class of ware than ever.

⚜

B. F. Drakenfeld sailed for Europe, accompanied by his wife, on the George Washington Mar. 30th. He will be gone until the middle of July.

⚜

J. Wasserman, who has been in the city recently on a buying rour, has severed his connection with the New York Bargain Store, Stafford Springs, Conn., and has engaged in the crockery business for himself.

⚜

S. M. Ferguson, Jr., general office manager of the United States Pottery Co., Wellsville, O., has completely recovered from his nervous breakdown. His sojourn at Cambridge Springs was of great benefit.

⚜

George F. Marlier, Pittsburgh, has been appointed national treasurer of the Glass Bottle Blowers' Association, to take the place of the late Conrad Auth.

⚜

O. L. Sutherland, traveling for Geo. F. Bassett & Co., is due to arrive in Seattle April 5 for a four days' visit.

⚜

Fred Reimer opens at the Great Northern Hotel, Chicago, on April 2 with full lines from Chas. L. Dwenger.

⚜

Ernest Wolff, in charge of the glass department at the New York store of the Geo. H. Bowman Co., has started on his regular Western trip.

⚜

N. L. Clark, buyer for D. H. Holmes Co., New Orleans, who is here to place import orders, says that business is good in his city and that this month has been the best March in the history of the firm. Mr. Clark is registered at the Latham, and will be town for two weeks.

⚜

Mrs. Wm. Levy, New Bedford, Mass., was in New York this week placing orders for china and glass. Mrs. Levy is a very charming young woman and is cordially welcomed wherever she goes.

⚜

Edward Hammond departed Monday night for a six weeks' trip, carrying the latest samples of the Emil F. Kupfer cut glass line.

⚜

Charles Parson, and his son George, of Ottowa, Ont., were in town during the week on their annual search for spring goods.

⚜

G. Starks, with the Adirondack Hardware Co., Saranac Lake, N. Y., made a circuit of the District this week. He is enthusiastic over the prospects of the coming season.

⚜

E. K. Ortiz, Mamaroneck, N. Y., was a conspicuous figure this week in the various warerooms. He is increasing his stock of lighting glassware.

⚜

Augustus Koch, of Koch & Braunstien, Cincinnati, was in town this week placing orders.

⚜

A. Jasman, with Meier & Frank, Portland, Ore., was a visitor to the city during the past week. He is much benefitted in health and spirits by his recent ocean voyage.

⚜

F. W. Reichenbacher started Saturday night on a short trip for the Irving Cut Glass Co. which will include Baltimore and Washington.

⚜

A. C. Putts, of the J. W. Putts Co., Baltimore, registered at the Albert the early part of the week, and is making his selections of spring goods.

⚜

Wm. J. Murphy, with J. Morgan & Sons, has been incapacitated lately by a lame back. He was away from the office for a few days, but seems to be rouuding into shape now.

⚜

F. Bayles, with the H. W. Brown Co., Mt. Vernon, N.Y., was placing orders for fixtures during the week. He is stocking up on small shades.

⚜

Richard Briggs, of Boston, was in New York for one day on Wednesday,

⚜

O. F. Alleman, of the Morimura selling staff,

eft Wednesday for the far West. A. E. Soules and Robert Duffan are scheduled to depart the coming week for the South and Middle west respectively.

S. Lorentz, with Cox & Lafferty, left Tuesday with a full line of New Method Art Glass Co's samples for his New England trade. A. H. Freeman is gathering in orders for these goods in Pennsylvania at present.

J. Donovan and W. W. Darley, of the New Method Art Glass Co., Pittsburg, were in town this week visiting their local representatives, Cox & Lafferty.

FRANCIS W. BIRD, APPRAISER.

ON Wednesday Francis W. Bird was appointed by President Taft to be Appraiser of Merchandise at New York to succeed George W. Wanamaker, resigned. Mr. Bird is a member of the law firm of Root, Clark & Bird, of which Elihu Root, jr., is the head. He is thirty years old and is a graduate of Harvard. In 1909 he was appointed a special assistant United States Attorney to help in the prosecution of the sugar frauds, and in the year following a special attorney to conduct in Louisiana the sugar fraud cases in that State. He is said to possess a good familiarity with the customs service in New York, and has made many valuable suggestions for reforms in the service.

IMPORTS AT NEW YORK.

Petaining to China, Crockery, Glass, etc., for week ending March 28, 1911.

ANTWERP

161	packages	glassware	B Gunthel
166	"	"	E Utard
16	"	"	Graham & Zenger
955	"	"	Miscellaneous Orders
5	"	earthenware	L Straus & Sons
40	"	"	Koscherak Bros
21	"	"	O Goetz
29	"	"	L D Bloch & Co
20	"	"	E R Thieler
31	"	"	C J Dierckx
12	"	"	Miscellaneous Orders
108	"	chinaware	Theodore Haviland & Co
16	"	"	Vogt & Dose
9	"	toys	Bawo & Dotter
5	"	"	B Illfelder & Co
47	"	"	F W Woolworth
5	"	"	Strobel & Wilken Co
51	"	"	Miscellaneous Orders

SOUTHAMPTON

10	packages	chinaware	J H Venon
160	"	"	Haviland & Co
86	"	"	L Straus & Sons
3	"	"	Bawo & Dotter
61	"	"	Wm Guerin & Co
70	"	"	Miscellaneous Orders

HAMBURG

2	packages	glassware	Fenesterer & Ruhe
5	"	"	F Bing & Co
14	"	"	J H Venon
37	"	"	L Straus & Sons
66	"	"	Geo Borgfeldt & Co
8	"	"	W R Noe & Sons
6	"	"	Frank & DeKeyser
10	"	"	Strobel & Wilken Co
142	"	"	Miscellaneous Orders
11	"	chinaware	Bawo & Dotter
30	"	"	Strobel & Wilken Co
6	"	earthenware	Herman C Kupper
27	"	"	L D Bloch & Co
72	"	"	Fenesterer & Ruhe
58	"	"	Lazarus & Rosenfeld
8	"	"	F Bing & Co
149	"	"	Miscellaneous Orders
53	"	toys	B Illfelder & Co
47	"	"	Geo Borgfeldt & Co
6	"	"	Koscherak Bros
11	"	"	Samstag & Hilder Bros
45	"	"	Strobel & Wilken Co
291	"	"	Miscellaneous Orders

BREMEN

4	packages	glassware	Strobel & Wilken Co
23	"	chinaware	" "
88	"	toys	" "

HAVRE

7	packages	chinaware	J Pouyat Co
19	"	"	H R Churchill
11			Stewart & Crocker
17	"	"	Miscellaneous Orders

COPENHAGEN

10	packages	earthenware	Bawo & Dotter
31	"	toys	Geo Borgfeldt & Co
1	"	"	Miscellaneous Orders
15	"	glassware	Fensterer & Ruhe

LONDON

10	packages	toys	Strobel & Wilken Co
1	"	"	Geo Borgfeldt & Co
5	"	"	Miscellaneous Orders

ROTTERDAM

25	packages	earthenware	Bawo & Dotter
77	"	"	L D Bloch & Co
59	"	"	Lazarus & Rosenfeld
53	"	"	Geo Borgfeldt & Co
46	"	"	Miscellaneous Orders
19	"	glassware	Graham & Zenger
15	"	toys	F A O Schwartz
62	"	"	Miscellaneous Orders

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

19	packages	earthenware	Jones, McDuffee & Stratton Co
6	"	"	Mitchell, Woodbury Co
3	"	"	A W Chesterton
61	"	"	Stone & Downer Co
7	"	"	Rowland & Marsellus Co
25	"	"	F W Woolworth
16	"	"	E Butler
44	"	"	Miscellaneous Orders

ANTWERP

47	packages	earthenware	Jones, McDuffee & Stratton Co
4	"	"	Mitchell Woodbury & Co
3	"	"	L Wolf & Co
1	"	"	Stone & Downer Co
12	"	"	Miscellaneous Orders

ROTTERDAM

3	packages	earthenware	R F Downing & Co
24	"	"	Graham & Zenger

Around the Glass and Lamp Factories.

Pittsburgh and Vicinity.

The use of corrugated paper folding boxes for shipment of glass is growing, due to the fact that dealers save thousands of dollars annually in freight charges. Labor is also saved in unpacking, and the box is a very convenient one for storage purposes, besides being cleanly. The majority of the glass manufacturers now use these boxes for packing tumblers in, for the reason that either one, two, three or four dozen can be packed in one small package, without the use of other packing materials.

The lamp season will start in full within another fortnight. Manufacturers have been busy on new lines for several months, and the salesmen will be able to show these on their next trips. Buyers will have many new propositions from which to select their 1911 stocks.

It is surprising the volume of decorated glass, souvenir goods and specialties sold by Pittsburgh glass manufacturers to those who hold concessions in foreign expositions. The Oriental Glass Co. during 1910 shipped abroad over $45,000 worth of this glassware. And a lot of it came back to the United States, being brought "home" by those who visited the expositions. Judging from the volume of export business booked by this firm so far this year, the records for 1911 will surpass those of last season.

With a line consisting of over 2,400 items, the Beaver Valley Glass Co., at Rochester, Pa., is making a special feature of hotel, bar and restaurant supply trade. Notwithstanding its increased facilities, the plant is being operated to its capacity.

Always keeping up to the minute, the United States Glass Co. is making a strong bid for the ice cream parlor trade this season. With this end in view a Colonial oblong banana split tray has been added, together with a Colonial clover-leaf "tri" ice cream tray. Both items are neat, highly polished, and attractive. There are two handles on the banana split tray and one on the ice cream. A new flower-holder and vase are also being shown, the former with a perforated top or cover into which short stem flowers can be placed, while the same cover can be placed in the 8-inch high vase for long stems. With the cover taken from the flower-holder the latter can be used as a fern dish without a lining. The base is oval and is shown in both crystal and enamel.

Electroliers and gas portables for summer porch use give promise of being in demand this season, and local manufacturers announce their intention to show some special lines for this use.

With over 100 employes at work now, the New Method Art Glass Co. anticipate having at least 350 at work before fall. The capacity of the bending department has been increased, and last week a new continuous lehr was started—one of the first of the kind in the district. Cox & Lafferty of New York, who look after all the trade for this line east of Harrisburg, Pa., have started on the New England territory. Within five weeks an entirely new line of domes will be ready for the trade, this creation being positively different from any other dome line now being shown. How the business of this firm has grown is shown by the fact that when they started they worked in a room 40 by 40 and employed three men. To-day their plant occupies nearly a quarter of a city block.

The approach of Easter has caused an increase in the sale of flower vases of all descriptions. The department stores have been selling the cut and etched lines very well, so manufacturers say, while the popular-priced stores have been disposing of a heavy volume of the iridescent lines.

Wholeaale druggists throughout the country have been ordering rather liberally of soda fountain lines. Tumblers, as a matter of fact, are in the lead, but the covered fruit dishes, especially the Colonial and plain patterns, are running a close second.

Moundsville, W. Va.

The Fostoria Glass Co. have entered into occupancy of the new building which they erected for office purposes and sample rooms. It is a large brick structure conveniently arranged, and

they will have one of the finest sample rooms in the Ohio Valley when all their fixtures are completed. The factory is working full.

IMPORTERS DISCUSS THE TARIFF.

A MEETING of French china importers was held on Tuesday at 2 p.m. at the offices of the Crockery Board of Trade, for the purpose of discussing tariff affairs. A committee was appointed to investigate various matters, including the advisability of forming a permanent association for mutual benefit and protection. The meeting had a full attendance and the spirit displayed seemed to indicate that the importers have taken the question up in earnest and will push it to a finish.

The proposed action of the United States to abrogate on May 1 its arrangement with the Limoges Chamber of Commerce caused some commotion in France and led to inquiry of the Foreign Minister as to its effect. In reply the latter stated that Mons. Jusserand, the French ambassador at Washington, had cabled assurances that most of the difficulties had been removed and that he expected that a satisfactory solution of the matter would be made with the result that the Limoges products would continue to enter the American market without unnecessary hindrances.

TRADE TIPS.

SAUK CITY, Wis.—Hahn & Deman have bought out the business of H. J. Stecker and will add new lines. Catalogues on pottery and glassware are wanted.

* *

Waverly, Wash.—The Gruver Hardware Co. will install a complete line of electric supplies, and will continue to handle housefurnishings.

* *

Hillyard, Wash.—The LePage Furniture Co. has started in business and will handle domestic pottery, china specialties and glassware. Catalogues wanted.

* *

Shiner, Texas.—The Shiner Hardware Co. has increased its capital stock, and will carry domestic pottery and glassware.

* *

Hinton, W. Va.—Catalogues on domestic pottery, glass and lamps are wanted by the Carden Hardware Co.

* *

Norton, Va.—The Litton & Hurt Co. will do a wholesale and retail business in domestic pottery and glass.

* *

Thomasville, N. C.—The Thomasville Hardware Co. has been formed here and will handle domestic pottery and glass. Calalogues and price lists are wanted.

* *

Sidney, Iowa.—F. M. Hume and Fred Hiatt have started a furniture store here and will handle domestic pottery, glass and lamps.

* *

Shelbyville, Ky.—The Owen & Moore Hardware and Queensware Co. has been formed here with $10,000 capital by Jacob M. Owen, of Louisville, Owen W. Moore, W. B. Owen and Jesse E. Owen. The concern will do business on an extensive scale.

* *

Minneapolis, Minn.—C. H. Levinson has opened a large variety store at 619 Lyndale avenue, north.

* *

Plum City, Wis.—The Plum City Mercantile Co. has been formed with $15,000 cspital by Julius Lewis and Theo. Suter. Pottery and glass will be carried.

DIFFICULT TO DETERMINE.

AT a meeting of the Board of Managers of the Pottery, Glass and Brass Salesmen's Association, Frank S. McCracken, of J. C. McCracken & Sons, Urbana, O., and Edward Gibson, a salesman with Morimura Bros., were elected to membership.

The committee instructed the secretary to procure legal advice regarding the legality of paying the death claim of George A. Woods, late of the selling staff of the Bradley & Hubbard Mfg. Co., who died March 19 while under suspension. The beneficiary, a daughter of the deceased, presented a claim for the death benefit of $300, at the same time tendering payment of arrearage. While the sentiment of the Board is unanimous in favor of paying the claim, it was deemed wise to obtain legal advice, as the action would make a precedent.

HOW THEY DO IT IN LONDON.

"HAVE you ever had any experience in dealing with high-class pottery?" was asked of an applicant for a situation in a china shop.

"No, sir," replied he; "but I can do the work all right."

"Suppose," said the merchant, "you should accidentally break a valuable vase; what would you do?"

"I should put it together carefully," replied the applicant for the situation, "and set it where a wealthy customer would be sure to knock it to pieces again."

"Consider yourself engaged," said the merchant. "And now tell me where you learned that trick of the trade?"

"A few short years ago, "replied the other, sadly, "I was one of the 'wealthy customer' class."—*London Pottery Gazette*

Among the Potteries
East and West

East Liverpool and Vicinity.

Pottery manufacturers have started to get ready for the new summer trade, and orders have been placed for new shapes. The W. S. George Pottery Co. have ordered a new plain shape dinner set for their Continental plant at East Palestine, while the West End Pottery Co. have also placed a commission for a new plain dinner shape. The Crooksville China Co. have ordered additional pieces to their dinner lines, together with a number of new models in specialties.

* *

Plain dinner ware has certainly taken its place in the front rank, and all pottery manufacturers admit that the demand is growing. For three years the local potters have been nibbling at the plain styles, and the Smith-Phillips was the first to present one in their "Princess". Since then other manufacturers have fallen into line, and plain shapes ars now being made by the Edwin M. Knowles Co., Taylor, Smith & Taylor Co., Homer Laughlin China Co., Knowles, Taylor & Knowles Co., and others.

* *

A special meeting of the Western Standing Committee was held in the rooms of the Potters Club Tuesday night. At the last meeting it was agreed that kilnmen at Sebring be paid at the rate of one-half day extra on kilns Nos. 4 and 5 in proportion to the amount of "blue" ware carried from the "blue" dipping room and placed in aforesaid kilns. It was further agreed that as long as present conditions prevail in Sebring sixty-five cents per kilnmen's day be paid. The manufacturers have increased their number of representatives on this committee to six, Edwin M. Knowles being added. Only three members represent each side at a conference, but the manufacturers added to their list so that one or more of the "reserves" could be called upon when the "regulars" were unable to attend.

* *

That famous old organization of potters and those affilliated with the trade, known as the Cosmopolitan Club, which was disbanded three months ago, may be reorganized at an early date. The club members will banquet at the Ft. Pitt Hotel, Pittsburg, the night of March 31, when it is said the matter of reorganization will be given serious consideration. This was one of the most exclusive clubs ever organized in the Western Pottery district, the membership being always limited.

*

The Taylor, Smith & Taylor Pottery Co. have started to enlarge their decorating department. Additional kilns were built some time ago, and now more working space is to be provided. This concern is showing a child's set, appropriately decorated, which is having a remarkable sale, the demand being far above expectation.

* *

Potteries making a feature of open stock dinner ware are not overcrowded with business this season, the weather having been greatly against an extensive retail trade. One manufacturer said: "We have one of our open stocks in over 100 large stores. Under normal conditions this would produce a nice daily business; but not so now. Instead, we get a few matching orders only. Buyers are not moving the stocks they have, or else our office and others in the district I could name would be getting more money." Specialties and assortments, however, are moving nicely. One manufacturer received a long distance telephone message a few days ago for 2,000 sets of one item and an order for over 3,000 dozen of another item, to be delivered at the rate of 350 dozen a week.

* *

George Deens, for over ten years chief warehouseman at the Potters' Co Operative Co., has resigned and gone to Sebring, O., where he has become a member of a gas mantle manufacturing company.

* *

Among the buyers here last week were H E. Eakin of the Oriental Co., Salem, O., having stores also at Alliance and Columbia, O.. and Charles Read and his son, of Baltimore, Md.

* *

The modelers in this district are quite busy, the commissions recently awarded Thomas Lockett being of a character to keep that plant active for many weeks.

* *

One of the last branches of the pottery trade to be brought under the jurisdiction of the National

Brotherhood of Operative Potters is the "decal" girls. It is said this organization will be perfected at an early date.

* *

J. H. Miller, of Huntington, W. Va., who made the trip here last week by boat, says: "With a nine-foot stage in the Ohio River all the year, buyers of domestic pottery from Pittsburgh to New Orleans would save thousands of dollars in freight rates."

Trenton.

In an effort to regain his health, which has been impaired for some time, James H. Mulheron has retired from the general management of the Cook Pottery Co.'s factories, but will not relinquish his connection with the company's affairs. He contracted pneumonia last fall, and he has not yet entirely recovered from its effects. His decision to take things easy for a while was prompted by the advice of his physician.

* *

A new concern which is likely to develop into large proportions in the trade was incorporated here last week. It is styled the Climax Porcelain Co. and is to manufacture china and glassware. The incorporators, Joseph Auer, Jr., John G Rittenhouse, Emma Auer and Mary A. Rittenhouse, are all Trentonians.

* *

A new warehouse for the Trenton Fire Clay and Porcelain Co., 125 by 60, has been completed at a cost of $35,000. The structure is five stories high, of brick, steel and concrete construction.

* *

The Elite Pottery Co. is about to erect a one-story kiln shed, brick, 40 x 51, to cost $1,000.

* *

Arthur Plantier and Edward Swetnam, president and treasurer respectively of the Sanitary Earthenware Specialty Co , last week purchased a large tract of land on which they will erect 123 houses. The tract is located near their plant, and houses in that immediate neighborhood are in great demand.

East Palestine, O.

After an extended trip to the Bermudas and the South, where he scanned the work progressing along the Panama Canal, W. S. George, of the W. S. George Pottery Co., has returned to his desk. The potteries here and at Cannonsburg, Pa., are working in a most sstisfactory manner.

Wellsville, O.

All plants here are doing a good business. The United States Pottery Co., is working on dinner ware and specialties, while Patterson Bros.' yellow ware concern is going steadily. At the plant of the Wellsville China Co. there is no dearth of orders, and good business is being received by the McNicol-Corns Pottery Co.

Philadelphia, Pa.

Construction of the new six-kiln plant here by the Yellow Rock Pottery Co. has commenced, and it is expected will be ready for operation in May or June. The former plant was destroyed by fire several months ago.

St. Louis, Mo.

Frederick Rhead, well known in the ceramic world, recently delivered a lecture in the Art Academy of University City on pottery and clay modeling to nineteen pupils in the Missouri State School for the Blind. This is said to have been the first lecture on pottery ever delivered to a group of blind persons.

Beaver Falls, Pa.

In order to improve their vitreous hotel china body the Mayer Pottery Co. are installing an electric magnetic separator to eliminate all particles of iron from the clay. This system is used extensively in foreign potteries.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

TO	Shipments week end'g Mar. 11, '11	Corresponding period 1910	Exports Jan. 1 to Mar. 11, '11	Corresponding period 1910
Boston	154	115	1616	1503
New York	122	151	1924	1716
Baltimore	559	325	2354	3151
Philadelphia	....	123	930	1291
New Orleans		50	194	336
Newport News	20	..	26	55
San Francisco	....	....	18	
Portland (Me.)	61	110	434	653
Galveston	18	.	355	150
Portland (Or.)	....	...	....	.. .
Inland Points	98	193	389	744
Total	1032	1067	8240	9599

From the Freight and Shipping Circular of John Edwards & Co. Liverpool.

TO	Shipments week end'g Mar 11, '11	Corresponding period 1910	Exports Jan 1 to Mar. 11, '11	Corresponding period 1910
New York	118	135	1792	1588
Boston	154	104	1553	1220
Philadelphia	....	123	969	1153
Baltimore	559	325	2349	3204
San Francisco	....		18	....
New Orleans	....	50	194	215
Portland (Me.)	61	94	302	334
Galveston	18	....	355	111
Newport News	20	....	26	55
Portland (Or.)	...	....	....	....
Inland Points	....	193	109	736
Total	930	1024	7667	8616

IN TOWN.

Abbreviations—c, crockery; g, glass: hf, housefurnishings; l, lamps; t, toys; s, silverware-

THE following buyers have reported in town since our last issue:

M Friedlander, of M Friedlander & Co, c, Hazelton. Herald square.

H P Lipman Bros, c, San Francisco. Imperial.

Miss J Armstrong, with Hochschild, Kohn Co, s, Baltimore. 31 Union square.

M Herz, with Mandel Bros, s, Chicago, 450 Broome.

E M Beard, with Chandler & Co, hf, Boston. Imperial.

A P Thorne, with Carson, Pirie, Scott & Co, t, Chicago. 115 Worth.

J P Averill, with Meier & Frank Co, t, Portland. 31 Union square.

N A Ferrie with A T Lewis & Son D G Co, c, hf, t, Denver. 16 E. 18th.

A A Sprague, with Howland Dry Goods Co, hf, c, Bridgeport. 75 Spring,

Chas Smith, with Brown, Thompson & Co, hf, Hartford. 2 Walker.

W J Harkness, with Sibley, Lindsay & Curr Co, t, Rochester. 454 Broome.

C E Johnston, wich G M McKelvey & Co, c, Youngstown. 320 Church.

N L Clark, with D H Holmes Co, c, s, New Orleans. 20 E 20th.

A C Putts, of J W Putts Co, hf, c, Baltimore. Albert.

OBITUARY.

ON Monday last Justus C. Strawbridge, one of the founders of the firm of Strawbridge & Clothier, Philadelphia, died at his winter home, Shateep, near Thomasville, Ga. Some years ago Mr. Strawbridge was seriously injured in an automobile accident in France from which he never recovered fully. He retired from active participation in the affairs of the firm eleven years ago and turned his interests over to his three sons—Frederick H., Robert R., Francis R.

$1,200,000 FOR UNDERVALUATIONS.

COINCIDENTLY with the announcement that Duveen Bros., the Fifth Avenue art importing firm, had offered to pay $1,200,000 in settlement of the civil litigation against them, Louis J. and Joseph Duveen on Monday pleaded guilty to indictments charging them with conspiracy to defraud the United States, and Judge Martin imposed the maximum fine of $10,000 each.

In extenuation of their case their attorney says: "What a vase is worth is largely a matter of sentiment and what a prospective buyer is willing to pay, and it is extremely difficult to fix a valuation upon a thing for the purpose of allocating the duties which should be paid upon the importation. The Duveens have long made it a practice to purchase entire collections at an agreed price. They would thus obtain hundreds of articles, and in turn sell portions of the collection and retain others, so that one may readily see that what is a proper amount of duty upon an imported article so purchased in a large lot for a lump sum is extremely theoretical.

OLD FIRM CHANGES HANDS.

CONTRACTS were closed last week by Max Holtz and Aaron Holtz covering the purchase of a controlling interest in the business of Olds, Wortman & King, Portland, Ore. The deal includes the store building, warehouses, stables and other real estate, and involves nearly $4,000,000. It is, in fact, the largest mercantile transfer ever negotiated in Portland and vicinity.

Both of the Messrs. Holtz are young, progressive business men, with many years' experience in the trade. Max Holtz began his business career with the Sibley, Lindsay & Curr Co., Rochester, N. Y., afterwards going with Younker Bros , Des Moines, Iowa. Aaron Holtz for many years occupied a managerial position with the Meier & Frank Co., Portland, and connected himself with Olds, Wortman & King about two years ago.

OH, YOU GLASS MANUFACTURERS!

ACCORDING to L. J. Henderson, assistant professor of biological chemistry at Hartford University, "the present high cost of living is due to the high prices paid for the glass jars and tin and paper boxes in which food is put." He is also quoted as saying that one half of the amount consumers pay for food goes to pay for the receptacles. This will be news to the glass manufacturers.

BUSINESS BRIEFS.

A. W. Wheelock suffered a slight loss by fire in Des Moines, Iowa, March 21. Fully covered by insurance.

Lyons & Chabot have sold out to L. M. Blumstein of 125th street, this city, and O. W. Neihardt will hereafter buy for both stores.

Fire in the basement of the three story building occupied by the Woolworth five and ten cent store at Danbury, Conn., last week, resulted in a loss of about $20,000.

AT ST. LOUIS.

THE crockery and glass trade in the Mound City is jogging along haphazardly, and it is difficult to determine whether business is improving. Whatever buying there is, is for immediate needs in the main, but buyers and merchants are hopeful of a brighter trade aspect with the arrival of robin redbreast.

David Fisher, the genial knight of the grip, was here last week showing the goods of the New Martinsville Glass Mfg. Co. Mr. Fisher's duties in the office at the factory allowed him to visit Louisville, Cincinnati and St. Louis only, after which he returned to the works.

W. S. Ford, of W. S. Ford & Co., St Louis jobbers of china, glass and silver hotel ware, has returned from a week's relaxation at French Lick, Ind.

C. R. Parker, of the Flemington (N. J) Cut Glass Co. was here and showed his company's line. He came from the South and departed for the North.

Geo. H. Powell, representing the New Jersey China Pottery Co., exhibited his lines, together with Willets' Belleek china at the Southern last week. He made a good impression and reported trade satisfactory.

SPECIAL NOTICES.

The cost of advertisements under this heading is $1 for the first and fifty cents for each following insertion for each half inch of space (30 words). PAYABLE IN ADVANCE.

ATTENTION,
CROCKERY HOUSES.

Wanted, a position by a young man twenty-three years old in a crockery or glass house, where I can make myself generally useful. Give me half a chance and I will make good.

Address Box 754, this office.

HELP WANTED.

WANTED—A traveling salesman of ability, who has clean record and can "make good." To such a good salaried position is open, for sales force is being increased. Want to hear from only live men. Address, in confidence, TRENLE CHINA Co., East Liverpool, Ohio.

TO LET.

LARGE space in the heart of the crockery and glass district. Particularly suitable for china, cut glass or brass lines. Exceptional facilities in the way of display. Rent reasonable. Address CERAMIC IMPORTING Co., 37 Murray St., New York.

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CROCKERY AND GLASS JOURNAL

NEW YORK, APRIL 6, 1911.

THE CONDITION OF BUSINESS.

New York. As usual just before Easter, the crockery trade is almost at a standstill. Our files for years show an almost entire cessation of business for two weeks before this holiday. Easter comes very late this year, and perhaps for that reason the lull seemed to begin earlier than usual. At any rate, the demand for pottery and glass since the middle of March has been extremely quiet.

The buyers who were here in February took as many or more goods than they did last year; but the absence of those buyers who usually follow the jobbers has been a cause of remark. The department store men particularly seem loth to come to market. As a matter of fact, many department stores have been gradually dropping china and glass, and but few new ones have taken them on. It would be well perhaps if the dry goods men would go out of the business entirely, leaving the merchandising of these commodities to the legitimate dealers, for with notable exceptions few of the department stores make money in handling these products. The reason is plain, as we have intimated many times: They do not know how.

While the Easter lull is primarily the cause of the apathy in trade, cold and stormy weather has also had its influence. Steady freezing temperature has prevailed over a large section of the country up to this writing. And it may be remarked in passing that the groundhog superstition was completely routed this year.

The import business in New York up to date will equal last year in spite of untoward circumstances. The English earthenware trade shows a slight falling off, but not enough to complain of. German goods, on the contrary, show quite a little increase. French wares are almost equal to last year. Japanese imports have increased a little. Imported glass also shows a slight increase.

The toy business, including dolls, has been remarkably good. While some toys were carried over last year, the demand this season almost equals 1907. In domestic toys the same increase is shown as in the foreign, and, early as it is, some of the factories are pretty nearly filled up.

The domestic potteries are ahead; but while they are working on orders, and hurry up orders at that, new business for the last few weeks has been scarce.

The glass men have less to complain of in the matter of new business; but still the demand is not what was expected.

The condition of business generally in all lines is the same as that found in the crockery trade. The uncertainty as to tariff legislation by the new Congress may be having some effect. The situation is puzzling, because everything points to good times. Money seems to be plentiful, and crop conditions are excellent, for while the late spring works to the disadvan-

tage of merchandising it is very helpful to fruits and cereals. The waiting policy will probably last until Easter is done with, when we look for a revival. If orders are not placed very shortly after the middle of April it is a foregone conclusion that many dealers will be hunting goods later on, with very little chance of securing choice selections.

Trenton. While some of the potteries here are rushed with orders, there is a decided decrease in business generally, and the general impression is that most plants could handle more trade very comfortably Some of the salesmen are home, but make no complaints about business—which seems to indicate that while conditions could be better, they might be a great deal worse.

Pittsburgh and Vicinity. March was anything but a satisfactory month for glass manufacturers. The unsettled condition was not attached to any special section of the country, but was general. The weather is blamed for this state of affairs. There was precious little trade in retail circles, and this reflected early on the manufacturers. A fair amount of business was moving early this week, but it will take some good old-fashioned sunshine to get things back to the normal state.

East Liverpool and Vicinity. Generally speaking, a decided improvement in the pottery business is reported by manufacturers during the last few days. Some of the plants are really crowded with orders. Manufacturers doing a special business are getting along well, and the dinnerware houses are gradually coming into their own.

RECEIVER FOR NEW METHOD ART GLASS COMPANY.

A TELEGRAM from Pittsburgh on Thursday morning says: "The Commonwealth Trust Co. and A. J. Smith have been appointed receivers of the New Method Art Glass Co on petition of William F. Baird and Oliver H. Bateman, trading as the Commercial Investment Association. The plaintiffs set up in their bill in equity that they are creditors to the extent of about $33,811. The total debts are given as approximating $50,247, while the assets are placed at upwards of $400,000."

With assets of over $400,000 and indebtedness of only $50,247 this action seems inexplicable. It is possibly due to some difficulty between the parties underwriting the bonds and stocks of the concern. Undoubtedly the matter will be amicably adjusted soon.

In an interview with the JOURNAL correspondent A. J. Smith said the company had been doing a good business and that operations will be continued.

DECISION AGAINST LOAN SHARKS.

A RECENT decision of the Appellate Term of the New York Supreme Court in the case of Thompson versus Gimbel Brothers marks an important step in the progress of the crusade against the salary loan sharks in New York. Employees of Gimbel Brothers, having borrowed money at rates of interest from 175 to 390 per cent per annum on small loans, failed to make subsequent payments demanded by the loan company. The employees' wages were filed upon, but Gimbel Brothers refused to recognize the file. The loan company brought suit against the firm, and the Appellate Term has ruled that the loan company has no valid right to the wages of the employees. This court has granted leave to appeal to the Appellate Division, and the decision of the latter court is awaited with much interest.

Many employers of labor have rules forbidding employees from assigning their wages for loans, under penalty of discharge. This attitude on the part of employers has furnished the loan companies with adequate security for their loans. In all their advertisements they promise absolute secrecy, and after the the loan is made, the borrower, through fear of the facts becoming known to his employer and the resultant discharge, is forced to pay whatever extortionate rate of interest the lender may ask. Out of these conditions has grown up a blackmailing and intimidating system involving many hundreds of thousands of employees in New York city who are annually paying many millions of dollars to the loan sharks.

It is gratifying to note that many employers, recognising the need of temporary loans among small wage earners, are providing an opportunity for them to borrow in time of pressing need. The firm of Gimbel Brothers is following up this praiseworthy defence of employees by establishing a loan department of its own which will advance money to anyone on the company's pay-roll whose case is proved upon investigation to be worthy. Constructive measures of somewhat similar character have been undertaken in several other cities, notably by the Celluloid Company of Newark, N. J., the Gorham Mfg. Co. of Providence, R. I. and the Filene Stores of Boston

All large employers of labor would do well to emulate the example of Gimbel Brothers. Aside from its humanitarian aspect there is no doubt that the experiment will prove profitable in the increased efficiency and loyalty of employees who are to profit by it.

The New York Crockery and Glass District.

The children are well provided for at Bawo & Dotter's this season. China tea sets are to be obtained in a number of handsome models. One known as the "Sunbonnet Babies" shows on the various plates, saucers, etc., pretty pictures of children wearing sunbonnets performing different household duties. The use of nursery rhymes, inscribed in gold, makes them most attractive. All of the tea sets are handsomely colored and have gold borders. In dolls there is now ready for the trade a line of bisque character heads modeled directly from life. Typical American children are here reproduced, and the result is very artistic. Among the most popular, perhaps, are the Boy Scouts. All the heads used in this line have been copyrighted.

E. R. Thieler received this week two inlaid Mettlach earthenware teapot stands which are the prettiest and best examples of their kind that it has ever been our fortune to see. Practical and ornamental, they will undoubtedly find ready sale, and at a price yielding the retailer a good profit.

The Bradley & Hubbard Mfg. Co. have received samples of portables snd electroliers this week which are certainly among the handsomest productions they have ever turned out. There is a refinement and excellence of workmanship in these new lighting devices which are highly commendable.

A very large display of "Royal Nippon" vases may be seen in the Japanese room of the Cox & Lafferty establishment. The decorations are principally large, in floral and conventional styles, on attractive backgrounds. A new chocolate set with a pink rose decoration, liberally traced with gold, is in china of good quality, at a price that is decidedly interesting.

A. P. Doctor, local agent for the Central Glass Works, has generally something novel with which to interest buyers. This week it is an individual cheese dish, with cover. A new stemware line is under way, and samples will possibly arrive within the next three weeks. He is very enthusiastic over it, having had an advance view.

Chas. Streiff, New York representative of Wm. Guerin & Co., has just received samples of several new open stock patterns which are designed in their usual characteristic manner. This addition to the goods already on display, together with the immense line of fancy plates, makes the best exhibition of French china he has ever shown. The samples are tastefully arranged, and there is one table of white and gold decorations that cannot fail to attract attention. The house is very busy, the sales this year having reached a record point.

Robert Slimmon & Co. are meeting with great success in the introduction of their "Oriflamme" ware. The beauty of coloring and the strict adherence to classic lines in the designing have attracted much attention. As the ware is made in useful as well as ornamental pieces, every dealer can find something in the line which he can sell at a good profit.

One city shop-window has an especially good display which attracts even the hurrying suburbanite. Tower-like piles of opal and crystal "Fit-All Dish Covers" form the background for receptacles covered by this patented article. The array includes custard cups, salt crocks, cereal jars, and even a condensed milk can, all effectively capped. The display is interesting, and "pulls" business.

Manager Dougherty, of the Consolidated Lamp and Glass Co.'s local office, has just received a new shaped shade in a grape design that is just the thing for verandas and summer cafes. One of the shades is

made up in cameo effect, with clear and frosted glass, while another is in natural colors, casting a soft light. The arrival of new pieces has been so frequent of late that that the display now to be seen is one of the very largest in the District.

Alex. Yokel, manager of the local office of the French China Co., announces that on May 1 he will move to Room 853, Fifth Avenue Building. After that date the New York office will handle premium goods exclusively.

IMPORTS AT NEW YORK.

Petaining to China, Crockery, Glass, etc., for week ending April 4, 1911.

BREMEN

2	packages	glassware	L Straus & Sons
5	"	"	A Steinhardt & Bro
210	"	"	Miscellaneous Orders
29	"	earthenware	L Straus & Sons
5	"	"	A Steinhardt & Bro
42	"	"	Karl Hutter
3	"	"	Bawo & Dotter
186	"	"	Geo Borgfeldt & Co
88	"	"	Miscellaneous Orders
10	"	chinaware	Strobel & Wilken Co
17	"	"	C E Wheelock & Co
115	"	toys	Geo Borgfeldt & Co
4	"	"	F A O Schwartz
40	"	"	Strobel & Wilken Co
197	"	"	Miscellaneous Orders

COPENHAGEN

15	packages	earthenware	Bawo & Dotter
91	"	toys	Geo Borgfeldt & Co

LIVERPOOL

4	packages	earthenware	The Rowland & Marsellus Co
71	"	"	Maddock & Miller
14	"	"	G F Bassett & Co
20	"	"	H C Edmiston
10	"	"	Bawo & Dotter
22	"	"	R Slimmon & Co
15	"	"	W H Plummer
81	"	"	F W Woolworth
82	"	"	Geo Borgfeldt & Co
3	"	"	J Wygand & Co
6	"	"	Meakin & Ridgway
17	"	"	Fondeville & Van Iderstine
13	"	"	George Hamilton
7	"	"	Froeber & Vollrath
7	"	"	O Goetz
6	"	"	E Boote
3	"	"	Ed Butler
98	"	"	Miscellaneous Orders
1	"	glassware	W H Plummer
9	"	"	The Rowland & Marsellus Co
6	"	"	Miscellaneous Orders
2	"	chinaware	C E Wheelock & Co
17	"	toys	Strobel & Wilken Co

LONDON

19	packages	toys	Strobel & Wilken Co
2	"	chinaware	W S Pitcairn

HAMBURG

29	packages	toys	Strobel & Wilken Co
6	"	chinaware	"
86	"	"	C E Wheelock & Co

HAVRE

3	packages	chinaware	Bawo & Dotter

YOKOHAMA

51	packages	chinaware	L Straus & Sons
419	"	"	Miscellaneous Orders

ROTTERDAM

11	packages	earthenware	Bawo & Dotter
67	"	"	Geo Borgfeldt & Co
28	"	"	Miscellaneous Orders
38	"	glassware	Graham & Zenger
38	"	toys	B Illfelder
21	"	"	A Steinhardt & Bros
24	"	"	Miscellaneous Orders

SOUTHAMPTON

9	packages	chinaware	J H Venon
23	"	"	Wm Guerin & Co
14	"	"	A G Moment
2	"	"	Blakeman & Henderson
8	"	"	Miscellaneous Orders

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

27	packages	earthenware	Jones, McDuffee & Stratton Co
40	"	"	Mitchell, Woodbury Co
2	"	"	Rowland & Marsellus Co
4	"	"	E Butler
6	"	"	Houghton & Dutton
5	"	"	Richard Briggs & Co
7	"	"	R H Stearns Co
5	"	"	Miscellaneous Orders

HAMBURG

2	packages	earthenware	Jones, McDuffee & Stratton Co
11	"	"	Patterson Wylde & Co
3	"	"	W N Proctor & Co
27	"	"	J B Moors & Co
38	"	"	R F Downing & Co
35	"	"	C J Pierce & Co
5	"	"	American Express Co
4	"	"	L E Knott Apparatus Co
37	"	"	L Wolf & Co
30	"	"	Geo Borgfeldt & Co
3	"	"	Houghton & Dutton
28	"	"	Ocean Transit Co
179	"	"	Canadian Pacific Railroad
31	"	"	O O Friedlander
48	"	"	Miscellaneous Orders

CHINA AND JAPAN

13	packages	earthenware	Jones, McDuffee & Stratton Co

THE FINISHING TOUCH.

MOST anybody can do business fairly well. Many men can do business very well. A few men can do business superbly well. But the man who not only does his work superbly well, but adds to it a last touch of personality through a great zeal, patience and perseverence, making it peculiar, unique, individual, distinct and unforgetable, is an artist. And this applies to all and every field of human endeavor—managing a hotel, a bank, a factory—writing, speaking, modeling, painting. It is that last indefinable touch, the last three seconds he knocks off the record, that prove the man a genius.—*Fra Elbertus.*

AT BOSTON.

THE setting aside of Tuesday as an "in office" day does not seem to have the support it deserves. One of the original suggestors of the plan says: "Some of the trade still miss buyers who come here Mondays, Wednesdays, and other days, as they cannot remain in the office all the time. Consequently, they miss people either by being in or out—sort of being between two fires. Buyers would help a lot by coming in Tuesdays, when with hardly an exception they will find the boys in. One concern is printing on its literature, "Will be in the office all day Tuesday." The practice should be generally adopted.

M. J. Ryan, buyer for the Bon Marche Co., Lowell, will remain in his present field and will not go to Fall River as stated in our last issue. While he accepted the Fall River position, matters shaped themselves so that he could not go there. At the Bon Marche Mr. Ryan is head of one of the largest departments north of Boston covering crockery, glass, kitchen furnishings, etc.

Another trade member to finance an automobile is F. J. Chase, of Chase & Francis.

H. J. Smith, order scout for Cox & Lafferty, New York, has been following the blazed trail around New England, resulting in acquiring a number of scalps. He leaves in a few days for the home wigwam in New York, whence he covers the Pennsylvania reservation.

The Shepard Co., Providence, R. I., had a sale on Saturday which they featured by sixteen pages of advertising in one paper. They claim to have transacted the largest day's business in their history.

James J. Hanning, china buyer for the Jordan Marsh Co., has left the other side of the water and is expected to be at his desk next Monday morning.

J. W. Power and J. J. Dunn, with the oil and electric line respectively of the Pittsburg Lamp, Brass and Glass Co., left Monday for a tour of Maine.

E. C. Metcalf, the crockery dealer of Reading, Mass., was about the district securing spring goods.

John E. Sawyer, handling the McKee Glass Co. line, is quite a factor in the Masonic circles of Portland, Me. He is Past Master of the Blue Lodge, Past High Priest of the Royal Arch Chapter, and Past Commander of his Commandery of Knights Templar.

Geo. W. Beals, the cut glass man, is a competitor of E. E. Wilgus for chicken honors. He has a bunch of poultry on his homestead at Norfolk, and says that there is more money in eggs than in glass.

A very novel and pretty display of "Alhambra" china is being made by the Jones, McDuffee & Stratton Co.

A concern reporting a very brisk business is the Dorchester Pottery Co., owned by George Henderson. This is the only house making stoneware in New England.

P. Jodian, the crockery man of Danielson, Conn., left some orders here this week.

During the JOURNAL man's travels about New England he has seen the paper at so many places that a rule could be framed to read: "Every live crockery and glass man reads the JOURNAL." Once in a while one can find some buyer who doesn't, but a glance at his department shows antiquated methods, goods arrayed in an old fashioned manner, out of-style wares, etc. A fifty-two weeks' course of studying the CROCKERY AND GLASS JOURNAL would improve a man of this character to a tremendous degree.

MAKING POTS IN CHINA.

THE Chinese use few implements, and the rapidity with which they construct pots is marvelous, especially some of the Straits Settlements potters.

The "potter's wheel" is a large flat disk of stone revolving on a pivot made of tembusu sunk in the ground. When the clay is properly prepared, a five-pound piece, which is sufficient for a ten inch pot, is cut off, rolled in a ball, dabbed with burned rice husks and placed on the disk. The wheel is set in motion by an assistant, while the artist, who sits on the ground and wets his hands to keep the clay from sticking to them, molds the pots.

The workman's left hand is gently thrust into the centre of the clay while his right hand is slightly pressing on the outside to keep the whole together, but it is from the inside that most of the shaping is done; meanwhile the wheel is made to turn more quickly. Then by keeping both hands opposite each other—i. e., one inside and one outside—together moving slowly up from the wheel, pressure by both hands is exerted, and the shapeless mass of clay assumes the shape of a pot with astonishing rapidity. A thin piece of wood is used to flatten the rim, and

usually the same piece is used to measure the pot to see if it is the correct size. They will mold two ten-inch pots in three minutes. The holes in the base of the pot are punched out with a piece of tin, as are also the holes necessary for orchid pots. These newly made pots are set in the sun for one day, and then placed in an oven arrangement where they are fired, which takes four days. Throughout the whole operation the workmen display surprising ingenuity, and they find a large and growing market for their wares not only in the peninsula, but in many distant countries.

OBITUARY.

ON Sunday last Dominick O Cunningham, president of the D. O. Cunningham Glass Co., Pittsburg, died of a complication of diseases. The deceased was the son of the pioneer glass manufacturer who founded the concern in 1849 He started in the business immediately after completing his education, and was actively connected with the management until a few years prior to his death.

THE CONTRACTION OF GLAZES AND GLASSES ON SOLIDIFYING.

IT has long been customary to attribute all crazing to the glaze having a higher coefficient of thermal expansion than the body. Seger accepted this view, and, furthermore, among his well-known rules, makes the statement that crazing can be reduced by substituting for a fluxing material with a high equivalent weight an equivalent amount of one with a lower equivalent weight.

Ever since the publication by Hovestadt of the results of the exact measurement of the thermal properties of glass made at Jena, it has been known that they do not agree with Seger's rules.

I was engaged for several years in the manufacture of enamelled iron sanitary ware. Like thousands of others, I followed Seger, and corrected any tendency toward crazing by using his list of fluxes, and replacing one high in the list by a molecularly equivalent amount of one lower down. As long as I kept within the allowable limits of normal enamels, the plan worked well.

Owing to the nature of the ware we were manufacturing, it was possible to observe it closely at all stages. This was especially true of the cooling process, for, as you know, a piece of enamelled iron is simply set aside to cool in the open room, or, at the most, run into a cooling shed to keep it out of draughts of cold air.

As it cools down the iron loses its redness and the enamel becomes more and more viscous. Just as the enamel is changing from a very viscous fluid to solid glass, a series of sharp crackling sounds are heard for a period of from three to five minutes. If these are especially loud, the piece will be found to be crazed when it is cool enough to examine. Any boy "helper" in an enamelling room can tell by the "crack" of a hot piece whether it will be crazed or not. It is quite possible to see large crazes open before your very eyes. In this connection, it is of interest to note that thousands of (some experienced men say all) pieces of enamelled iron show faint crazes at this stage, which have entirely closed up by the time the ware has cooled to atmospheric temperatures. If a piece of enamelled iron does not crack loudly, and does show crazes when cool, the chances are several thousands to one that it will never craze. It was my duty to inspect some 200,000 pieces of sanitary enamelled iron as they were made, and also to keep record of all pieces that subsequently proved defective. I never saw a case of crazing that seemed to have developed after the ware became cold. It is axiomatic among manufacturers of this class of goods that if they are not crazed when inspected on being taken from the enamelling room, they will never craze.

There are several measurements of the contraction of glass on solidifying. Barus determined that liquid basalt contracts 3½ per cent to 4 per cent. Mallet observed that plate glass (taken as an example of an acid silicate) contracts 1.59 per cent, and that iron slags (basic in composition) contract 6.7 per cent. The familiar dishing of a fritt that has been allowed to cool in a crucible is a case in point. In general, the higher the silica percentage, the less the contraction. This is the foundation of Seger's law.

The question has often come into the mind of the writer whether this crazing was not caused by the contraction of the glass on solidifying. The invariable relation between the period of solidification and crazing tends to lead one to this view. Of course, the fact that the coefficient of glasses increases with temperature, as does also their brittleness, might account for a special tendency to craze at high temperatures. But then this should be stopped by changing the coefficient of contraction of the glass, according to the measurements given by Hovestadt, and this in many cases we can not do.

Now, if this crazing cannot be lessened by lowering the coefficient of contraction of the glass, it certainly is not due to high thermal coefficient. If it is due to contraction of the glass on solidification, as the evidence seems to establish, and is cured in all cases by Seger's rules, then these are rules for lowering the contraction of glass on solidifying rather than for lowering the coefficient of contraction of the glass in solid state. The practical use of these rules remains the same, but there arises the question whether the interpretation of the phenomena of crazing and its cure

has not been at fault in many cases.—*Transactions American Ceramic Society.*

BOOKKEEPING AND BANKRUPTCY.

THERE is a much closer connection between the two words of the above heading than many people, especially in retail business, are disposed to think; and recently there has been some agitation with a view to bringing this truth more prominently before the minds of small traders. In big businesses, of course, the book-keeping department has always been well looked after, and, in fact, there has been of late a tendency to overload the business public with special appliances for keeping accounts and records. But every year there are very large sums of money lost by the failure of small businesses, although the individual sums may be trivial, and may seem scarcely worth looking after. A great part of this leakage of the profits of commercial life might be avoided were the practice of accurate book-keeping more prevalent in retail shops, and also it would be more simple to apportion the blame of failure, and to fix it upon the right shoulders. In these days of almost universal education, every boy when he leaves school ought to have such a knowledge of accounts as would enable him to keep a simple set of books, and hence the small trader ought not, as is frequently the case, to be able to say, in excuse, that he did not know how to keep a proper record of his business.

This excuse of ignorance frequently turns up in bankruptcy cases, and it is generally received rather with pity than reprobation. One does not like to suggest stern measures in the cases of those unfortunates who have made a struggle to earn an honest living and have failed; but probably a much stricter method of dealing with this supposed inability to keep books would be of benefit both to them and to the commercial public. The question is, how is it to be brought about? There are a great many people who will not keep a proper set of books in business unless they are forced to do so, and it has been suggested several times that the law upon this point ought to be altered so as to make book-keeping an absolute necessity under suitable penalties. It would be a further interference with "the liberty of the subject," but it would probably be salutary.

There are countries where such a system of compulsion is in vogue, and perhaps a matter for inquiry on the part of our various trade associations would be the methods of working in these countries and the results obtained. It is probable that no great improvement in this connection is possible until some form of compulsion has been established. What penalty would be necessary in order to force every trader to establish an adequate system of book-keeping may be a debatable point, but it may be mentioned that there are places where the offence of neglecting this work is punishable with imprisonment as well as by fine.

The fining of the offender cannot well be recommended, for it is clear that any fine inflicted would have to come out of the estate, and in effect the creditors would be paying it. Imprisonment as a punishment for this class of offence appears harsh, but the effect of it would no doubt be salutary in bringing small traders into line with reasonable commercial practice; and in the end we believe that the law could prove "cruel only to be kind"; for it would save many from ruinous methods of trading. Anyone who has witnessed the development of a new suburb in one of our great cities must be aware that of the army of small retail traders who first occupy the shops, a very large proportion comes to grief during the first two years. Their successors usually do better, and the neighborhood gradually becomes normal in this respect, but it is obvious that in the beginning many of the traders are working without a living profit. To save some of these would be well worth while; and a compulsory system of book-keeping would enable them to see more clearly what they are doing.—*London Pottery Gazette*

SETTLING A HOTEL DIFFICULTY.

"SPEAKING of accommodating hotel clerks," remarked the commercial traveler, "the best I ever saw was in a town in Maine. I reached the hotel late in the evening and was assigned to a pretty tidy looking room. Just before retiring I heard a scampering under the bed, and looked, expecting to find a burglar Instead I saw a couple of large rats just escaping into their hole. I dressed and went down to the office and put in a big kick. The clerk was as serene as a summer's breeze.

"'I'll fix that all right, sir,' he said. 'Front! Take a cat to 23 at once.'"



HARRY A. ROSS,
with Pittsburgh Lamp, Brass and Glass Co.

FOUNDED IN 1874

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

Published Every Thursday

BY

WHITTEMORE & JAQUES, Inc.,

92 West Broadway, New York.

EDITORIAL ROOMS, TEL. 5092 BARCLAY.

MECHANICAL DEPT., TEL. 5086 BARCLAY.

SUBSCRIPTION RATES, INVARIABLY IN ADVANCE:

United States	$2.00
Canada	3.00
All other foreign countries in the postal union	4.50
Single copies	.10

In remitting subscriptions please send Postal Money Order.

Make all checks and drafts payable to Whittemore & Jaques, Inc. Out-of-town checks should bear the words "With New York Exchange"

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SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER

NEW YORK, APRIL 6, 1911

THE BUYER WHO KNOWS.

IT is interesting to watch the buyers going about their work in the various warerooms. One can tell instantly whether or not a buyer knows his business. The way an expert picks up a plate, the way he holds it after he has picked it up, the way he "feels" the texture of the ware, and a dozen little tricks, all indicate that he knows what he is handling. Such a man loves pottery for pottery's sake, and is not of the kind who ask for something which "can be sold for a dollar."

The real crockery man buys goods on their merit. He may have to purchase goods that will "sell for a dollar," but he does not make price the feature in buying. If he sees a good thing costing fifty cents he will take it and get a dollar. It may be that he buys it for twenty-five cents and gets the dollar. His method of adding profits is not the stereotyped one of putting on a certain percentage without regard to its value.

With some of the buyers for department stores the case is very different. Having no acquaintance with the technical side of potting, they do not know good ware when they see it.

As a rule, the regular dealer has a more intelligent class of customers than the department store. The woman who patronizes him in preference to the dry goods house usually feels that she is getting value for her money because she is buying from one who knows his business. If she is only looking for bargains she goes where she thinks she can get them. Whether she does or not is another question.

The point is this. When department store managers learn that pottery is something more than mere merchandise and are willing to pay a salary that will insure a competent man and then give him sway, then the department will pay a profit. That this is true is evidenced by the dry goods houses which do pay and thus get the right men. Such buyers not only know how to buy, but also how to employ proper help. The outlet is big through the department stores, but in too many cases they are not making the most of their opportunities.

PERSONAL.

WHILE New Yorkers have been shivering in an almost arctic temperature, C. H. Taylor, the well-known cut glass man, has been enjoying himself at the Izaak Walton Inn, Walton, Florida. He sends a picture postal of this romantic spot, and writes that it is a delightful place, the boating and fishing being fine. He has recovered his health, and expects to be home shortly.

"Joe" Sackman, who is better known in the South as "Handsome Joe," left on Saturday for a trip carrying lines from the Strobel & Wilken Co

A. J. Fondeville, of Fondeville & Van Iderstine, sailed for Europe last Saturday on a short trip.

W. I. Keech, formerly president of the Keech Woollen Mills Co., and also formerly general manager of the William Taylor, Sons Co., Cleveland, O., has become general manager of the George H. Bowman Co., Cleveland, vice B. L. Britton, resigned.

While in Canada last week C. H. Blumenauer, president of the Jefferson Glass Co., Follansbee, W. Va., made arrangements to open a large sample room in Toronto. A. J. Duggan and T. C. Milloy are to be placed in charge.

Bert Baker, buyer for the Wm. Barr Dry Goods Co., St. Louis, was in New York this week.

C. B. Ott, of the Eagle Glass and Mfg. Co., Wellsburg, W. Va , spent the week in New York.

W. S. George, president of the East Palestine (O.) Pottery Co , who recently returned from a cruise in Southern waters, is planning to leave this summer for

India. He will be accompanied by Mrs. George and will take his large touring car along in order that they may visit all of the places of interest to tourists in that country.

J. Wolf, a salesman with Albert Pick & Co., Chicago, is in town looking for business among the hotels and restaurants.

Edward O. Coles has engaged with the American Art Mfg. Co., of Long Island City.

G. S. McRae, buyer for E. B. Taylor & Co., Richmond, Va., was in New York this week placing import orders.

Carl Schlegelmilch, of Mabendorf, Germany, arrived in New York last week on a short visit to the United States. Mr. Schlegelmilch has not been here before since 1874, and is astounded at the changes to be noted.

Robert and William Junor, Toronto, Canada, came into town late last week to place import orders, and registered at the Saville. They are just as jolly and jovial as ever. The "Heavenly Twins" are always welcome visitors in New York.

P. N. Leyland, representing J. & G. Meakin, who has been visiting this country for the last five weeks, sailed for home on the Mauretania Wednesday.

F. M. Taylor, who buys for the Bon Marche, New Orleans, is in town placing import ordesrs. He is at the Endicott.

H. Van Ardsdale, buyer for Wm. Rowland, New Brunswick, N. J., made his first round of the District after being laid up for nine weeks with typhoid fever. His recovery is complete, and his friends are glad to see him on deck again.

Frank S. Warren, departed for a short trip to the Middle West on Monday, in the interest of Maddock & Miller.

C. N. Muessig, who has had charge of the East Liverpool branch of B. F. Drakenfeld & Co., potters' and glassmakers' supplies, this city, since it was started, ten years ago, is to be transferred to the New York headquarters in the fall, when he will be succeeded by Geo. Heisler, who last week became associated with the East Liverpool end of the business. Mr. Heisler is well known in the trade, having been for years with the Warwick China Co., Wheeling, and the firm are to be congratulated on the acquisition of a hustler. "Nick" Muessig deserves his promotion, for he has been with the Drakenfeld house nearly thirty years.

Kennard L. Wedgwood left last Saturday on his regular trip, to be gone about four weeks.

Henry Wallenstein, buyer for Hahne & Co., Newark, N. J., made one of his frequent tours through the District last week.

C. L. Knapp, of C. L. Knapp & Co., dealers in crockery and glassware, Leavenworth, Kan., made a misstep from a street car in that city March 23 and fell, breaking his left wrist.

W. Easton Smith, Waterbury, Conn., left a number of orders here for spring goods last week.

Hy. D. Hedges, Easthampton, L. I., while here last week stocking up, said that the improvements now under way in all parts of Long Island are drawing the better class of people, to the great benefit of the local merchants.

E. Torlotting, with the St. Louis Crystal Glass Co., departs Sunday on his regular spring trip to the West. He is to be gone six or seven weeks.

Alfred G. Moment, with La Porcelaine Limousine has been sending in some very encouraging reports from the road.

R Blau, of Blau Bros., made rounds of the District early this week and left many stock orders for his one to twenty five cent store on St. Nicholas avenue.

Nathan B. Scott, ex-Senator from West Virginia, sat on a sofa in the writing room at the Waldorf Tuesday morning and said that he did not know what he would do now that he was out of Congress. He has half way made up his mind to try loafing for a while, but isn't quite certain. Senator Scott has led a very busy life, keeping up his activities in West Virginia while still a member of the Senate. Under the West Virginia savings bank law, of which he was the author while in the State Senate, he established a bank in 1887 with a capital of $30,000 The institution now has a capital of $500,000 and deposits of $6,000,000. Then he is largely interested in the Central Glass Works and has many other interests. "I can't quite make up my mind to loaf," he confessed. "I have never done it. My friends say it

would do me good, but I fear it would be harder work than working hard. I am making a trial of three weeks of it, and I am finding it so little to my liking that I may have to slip back into harness."

C. M. Osborn, with the Woolworth Syndicate, has returned from his European tour.

W. Goodwin, of Goodwin & Kintz, paid the local office a flying visit Wednesday en route to Philadelphia.

A. H. Freeman, Jr., with Cox & Lafferty, departed on Wednesday for a three weeks' tour in the interests of the New Method Art Glass Co.'s domes.

Sandford Ehrlich, formerly with E. H. Hammond, has been engaged by Thomas Jones, representative of the McKee Glass Co., to canvass the metropolitan district.

John C. Fisher, with Fondeville & Van Iderstine, returned this week from his road trip, and will stay in town a short time before starting on his regular pilgrimage.

C. E. Johnston, buyer for G. M. McKelvey Co., Youngstown, O., reported in town this week on his regular spring trip.

Frank Walsh, buyer for Strawbridge & Clothier, Philadelphia, is due to return next week from his trip abroad.

O. H. Sebring, proprietor of the French China Co., arrived in New York Wednesday morning.

DISPLAYING A NEW ARTICLE.

A STRANGER wearing a derby hat and a black overcoat rarely causes comment or attracts attention on the street. But a hundred strangers of the same height, each wearing a derby hat and blacko vercoat, will have an entirely different effect. If they are lined up in rows of ten, you will not only notice them, but will be naturally curious to know why they are there.

Any article in a shop window is like the single stranger: it cannot be expected to arouse the curiosity of shoppers if it is hidden among other wares. But display a number of the same kind of samples in the window or on a separate table in the store, and the shoppers will at once become interested. An increase in sales is sure to follow.

This plan of displaying is especially advisable with an article placed on sale for the first time. Shoppers cannot be expected to find something which even the salesgirl cannot immediately locate. Therefore, the department manager should see that the shopper's eye is appealed to by an effective array. Neglect in this respect is often the cause of dead stock, while attention to this detail means a handsome profit for the department.

AT ST. LOUIS.

THE buying spirit among St. Louis glass and crockery merchants is still in a state of suspense, and there is nothing to indicate improvement for the near future.

Among the salesmen visiting here during the past week were: Charles Weiss, showing the Limoges line of Wm. Guerin & Co., New York: John S. Kennedy, of the Roseville Pottery, Zanesville, O; J. C. Deens, representing the D. E. McNicol Pottery Co., East Liverpool; W. F. Ellisson, of the Cook Pottery Co., Trenton; W. L. Mirrielees, manager of the Chicago office of Manning, Bowman & Co., Meriden, Conn.; Fred Reimer, representing Chas. Dwenger, New York; Frank Bowman, representing the Geo. H. Bowman Co., Cleveland, O.; and Ira Jones, of Chicago.

Claiming that certain glass articles used by chemists are wrongfully classified in the Western classification, the Henry Neil Chemical Co. on Monday filed a complaint with the Interstate Commerce Commission against the Union Pacific and other railroads. It is stated that under the item of "laboratory supplies N. O. S.," which takes the double first-class rates, the roads have classed such articles as funnels, flasks, test tubes, beakers, cylinders, graduates, etc. The complaint says that these are cheap glassware and should go under the second-class rates.

IN TOWN.

Abbreviations—c, crockery; g, glass: hf, housefurnishings; l, lamps; t, toys; s, silverware.

THE following buyers have reported in town since our last issue:

E D Garrison, with Sanger Bros, c, hf, Dallas. 15 Mercer.

W E Noyes, with R A McWhirr Co, c, g, t, s, Fall River. 75 Spring.

A Baker, with Wm Barr Dry Goods Co, c, g, St Louis. 4 Washington place.

E E Schleh, with Thompson, Gibson & Co, hf, Williamsport. Marlborough.

F L Melbourne, with J Goldsmith & Sons Co, hf, Memphis. 40 West 22d.

F H Sturtevant, with Forbes & Wallace, hf, c, t, Springfield. 2 Walker street.

Geo H Guest, with Jordan-Marsh Co, hf, Boston. 31 Union square.

Around the Glass and Lamp Factories.

Pittsburgh and Vicinity.

It is barely possible that the Pittsburgh Chamber of Commerce will be called upon at no distant date to provide a place whereby Pittsburgh can be made the pottery, glass and lamp mart of the United States. Such a proposition is to be placed before the "powers that be" soon, it is said. Claim is made that that when the city builds its new mammoth market house, large space should be provided whereby firms can come to Pittsburgh and make extended exhibits, the space to be given them free. The arrangements of the booths, etc., of course would be paid for by the firms. As much space as wanted would be given exhibitors. This idea followed the witnessing of the hardware dealers' exhibit at Duquesne Garden recentiy, where over $500,000 worth of business was done within a week. Such a plan would cut the expense of glass and pottery exhibitors more than 50 per cent under present conditions.

A really new item in domestic glass appeared in the Pittsburgh district last week and there is reason for believing that it will prove to be as popular as did the iridescent ware when it was first placed on the market. The article in question is a vase created by the Fostoria Glass Specialty Co. possessing a soft Tiffany effect. The base is round, but the top is square and lapped as if a piece of metal had been "turned over" A leaf effect in a soft gold treatment, combined with straight perpendicular lines, forms the decoration. It created no end of admiration among local dealers.

President W. W. Lang of the Western Glass and Pottery Association started this week on an active campaign for membership, planning to have the roster contain 500 names before the annual meeting in January, 1912. With this end in view a list of prizes has been "hung up" for a membership contest, as follows: 25 members "turned in" by one member, $50 gold watch; 15 members, $25 alligator bag; 10 members, $20 walrus bag; 7 members, $15 suit case; 5 members, $10 silk umbrella; 2 members, costly fountain pen. At the last meeting of the Board of Directors of this association it was agreed to extend the membership to superintendents and managers of potteries and glass factories. With a death benefit of $300, it is expected that quite a number of factory heads will come in.

Glass manufacturers of the Pittsburgh district made a hasty trip to Harrisburg during the past week for the purpose of filing a protest against any change in the labor laws in so far as the same relate to child labor. The contemplated advance of the age limit for day and night labor would seriously cripple allmanufacturers within the State. The proposed changes in this bill were before the last session of the Legislature, but no decided action was taken then. What will result at this session remains to be told.

Oklahoma is seeking glass manufacturing plants, and is doing its level best to draw on the Pittsburgh district. Last week the "commercial agent" of one town in that State was here and offered a glass manufacturer four-cent gas, all the ground he would want, and $100 bonus for every hand that would be employed. There were no takers.

Anent cheap gas, an item that is always interesting to manufacturers, a company is being formed here to make gas at five cents per thousand cubic feet. The method is new, and chemeits of the largest refractory brick concern in the United States have passed favorably upon the plan.

Large quantities of soda fountain goods are being moved by the glass manufacturers on contracts placed here in January. The wholesale drug trade has been buying very liberally during February and March.

So far as immediate business is concerned, staples have been the best sellers with glass manufacturers in this territory.

Hardware jobbers have been buying decorated lamps in fairly good quantities of late. Those selling to the dealers at from $2 to $5 have been moving the best. One lamp salesman declared to the JOURNAL

correspondent that the country hardware dealers were the best customers the lamp manufacturers had on their books. But the jobbing trade also makes a specialty of going after the country hardware and drug store trade.

Rochester, Pa. Over 500 samples of cut tumblers, stemware, sherbets, finger bowls, wines and whiskeys are being shown in the new sample rooms of the Rochester Cut Glass Co., just fitted up. The floors are covered with oriental rugs, and the rooms are flooded with electric light. The plant is running to capacity, and orders are exceptionally good.

Bellaire, O. The Imperial Glass Co. has completed the installation of a new gas-producing plant, with the result that it expects to save one-third of the cost in fuel bills.

Hallstead, Pa. The Herbeck-Demer Co. are now occupying their new factory at Hallstead, Pa., on the main line of the Delaware, Lackawanna and Western Railroad, with a station at Great Bend, on the main line of the Erie. Hallstead is fourteen miles East of Binghampton, N. Y. The company makes a specialty of hand cut tumblers, together with a full line of cut glassware of superior quality.

Marion, Ind. The Macbeth-Evans Glass Co.'s plant has resumed after a shutdown due to the installation of new machinery estimated to have cost about $60,000. J. H. Deakin, superintendent of the plant here, will hereafter take charge of the Elwood and Toledo factories in addition to the local one.

Wheeling W. Va. The second and final account of Addison Thompson and William Erskine, receivers of the Riverside Glass Co., showing a balance for distribution of $9,991.37, has been filed in court, and will, unless exceptions are taken, be confirmed May 2, and the receivers directed to pay to the creditors their pro-rata proportion of said balance.

"GETTING DONE EARLY."

ISN'T it a peculiar thing that there are so many men in the flint glass trade who "work their heads off," to use a common factory expresston, in order to get their task completed an hour or so earlier when working on the "turn work" basis, and then wonder why they are requested to make more pieces of ware per turn? asks the "Commoner and Glassmaker." And then when a demand for the introduction of the unlimited system comes from themanufacturers, these same workers, who are in a very great measure responsible for the demand, set up a prolonged howl about the injustice of the whole affair and protest in vigorous terms against any change being made in the existing order of things.

When the average shop sets out at the beginning of a turn to pile in and "get done early" in order to have a loaf of an hour or two, its members are setting a bad example and are only stirring up trouble for themselves and their fellow workers. It should be remembered that a pace of this kind cannot be kept up right along, but the standard has been set, and when too late the transgressors are brought to a realization of the fact that their wages are pulled to a point commensurate with the pace set when all the conditions were ideal.

Besides, in the rush of lopping off time imperfect ware is often made, and this brings a justifiable howl from the employer. If the workers would bear in mind that a steady, sensible and conscientious day's work is all that the average manufacturer desires of men, and if they would try to get a little further away from the self motive, the entire trade would be infinitely better off.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

TO	Shipments week end'g Mar. 18 '11	Corresponding period 1910	Exports Jan. 1 to Mar. 18,'11	Corresponding period 1910
Boston	219	262	1835	1765
New York	150	219	2074	1935
Baltimore	119	176	2473	3327
Philadelphia	80	52	1010	1343
New Orleans	51	24	245	360
Newport News	...	....	26	55
San Francisco	....	....	18	
Portland (Me.)	....	43	434	696
Galveston	6	12	361	162
Portland (Or.)	....	....	....	.. .
Inland Points	148	...	537	744
Total	773	788	9013	10387

From the Freight and Shipping Circular of John Edwards & Co Liverpool.

TO	Shipments week end'g Mar. 18, '11	Corresponding period 1910	Exports Jan 1 to Mar. 18, '11	Corresponding period 1910
New York	145	216	1937	1804
Boston	219	221	1772	1441
Philadelphia	80	52	1049	1205
Baltimore	119	176	2468	3380
San Francisco	....		18	....
New Orleans	....	24	194	239
Portland (Me.)	....	24	302	358
Galveston	6	12	361	123
Newport News	...	....	26	55
Portland (Or.)	. ..	....	....	....
Inland Points	56	....	165	736
Total	625	725	8292	9341

Among the Potteries
East and West

East Liverpool and Vicinity.

Report is current that ere the summer is over the construction of a new general ware pottery will be started at Terre Haute, Ind., and that an eastern Ohio pottery manufacturer will be back of the concern. Information received here is to the effect that the Commercial Club of Terre Haute has closed the contract with W. H. Glover, of Sebring, O., for the locating of the plant there, but no other details at this writing are announced. Last year only a little was added to the kiln capacity of the United States; this year promises much more. Fred Sebring has started the building of a nine-kiln plant at Sebring, and with the projected one at Terre Haute at least fifteen kilns will be added to the total production this year.

* *

It is really surprising the volume of dinner ware that is being contracted for this season by the newspapers of the country, all of which is to be used for circulation schemes. One Eastern newspaper is about to place an order here for the weekly delivery of 600 short dinner sets. Several manufacturers have refused to entertain the proposition on account of their capacity being limited, not caring to tie up the clay departments at the expense of regular business. Some of the large New York and Chicago papers announced last year that they would not go into the dinnerware game again, but they evidently cannot keep their fingers out of the pie.

* *

"Orders are coming in as fast as we are able to ship, and new business is keeping just a little ahead of our production," said an official of the Smith-Phillips China Co This is an exclusive dinner ware concern, making a specialty of open stock patterns, the variety being one of the largest in the district.

* *

Col. W. C. Watson, with the Knowles, Taylor & Knowles Co., and one of the oldest pottery salesmen in the country, is expected to announce his candidacy for mayor on the Republican ticket soon. Col. Watson is known all through the Central States He is extremely popular at home, and if he is successful in his candidacy will surely get the "long price" from his customers—for two years at least.

*

Joseph C. Davis, Eastern salesman for the Smith-Phillips China Co., spent all last week here, during which he carried a box of good cigars under his arm. The reason was that "Joseph Jr." had just come to town.

* *

Frank I. Simmers, salesman for the Hall China Co., has returned from a six-weeks' Western trip, and will soon leave for the East. He is showing the underglaze semi-porcelain open stock hotel lines of this firm exclusively. Inasmuch as these patterns are kept in stock, orders are shipped the same day as received.

* *

The annual banquet of the Cosmopolitan Club at the Ft Pitt Hotel, Pittsburgh, last Friday night was an elaborate affair. The club has been reorganized, and the rooms in the First National Bank building for many years occupied by the Potters' Mining and Milling Co. will be taken.

* *

All the plants of the Homer Laughlin China Co. are working steadily. The variety and extent of the open stock dinnerware patterns is such that no matter how large an order, prompt shipments are always sure to result. The salad lines this season, are also moving actively.

* *

From time to time letters are received in this city for the "Ohio Pottery and Glass Co." There is no such company here, and many communications are forwarded to the dead letter office Buyers should make note that the main offices of this company are at Cleveland, O., where all mail should be addressed.

* *

A very neat catalogue has just been issued by the Time and Energy Co , Chicago, makers of rubber stamps for potters, which is of especial merit and of considerable use to all pottery manufacturers. Border

designs and trademark stamps of a score or more potteries are shown.

* *

Managers of decorating shops have started to get out trials of new dinnerware and specialty treatments, from which selections will be made for the new lines.

* *

The Colonial Pottery Co. has booked the 1911-1912 business of New York State hospitals. This concern had the order several years ago, but did not touch it last season.

Columbus, O The pottery at Worthington, just north of here, built at a cost of over $150,000 and last operated under the management of the Buxton-Beatty Pottery Co., has been turned over to a trustee for the bondholders. The plant has been idle for several years. It is conceded by manufacturers to be be one of the best built in the country.

Trenton. A banquet followed by a theatre party was tendered the young ladies who are employed as stenographers at the Monument Pottery by the officers of that concern last Friday night. The evening's entertainment was in commemoration of the firm's anniversary and also as an appreciation of the faithful service rendered by the womenfolk in the discharge of their duties. The male employes of the company were entertained in a similar way a few weeks ago.

* *

John Hutchins has been promoted from the bench to a foremanship in the plant of the Bellmark Pottery. Mr. Hutchins is a brother of Frank Hutchins, first vice president of the National Brotherhood of Operative Potters.

* *

The employes of the Robertson Art Tile Co. partook of a banquet at the Hotel Sterling last Saturday night to mark the close of a bowling tournament which had been in progress for several weeks. A. D. Forst, president of the company, Everitt Townsend, general manager; Townsend Cheyney, secretary, and Harry J. Burns, superintendent, were guests of honor.

* *

After escaping from the State Home for Girls near this city, Henrietta Wakefield aud Hattie Conklin came to Trenton last Saturday and entered the Monument pottery. Work was over for the day, and the girls found and put on male clothing belonging to some of the employees. Then they went to Princeton and posed as university freshmen. They were arrested there on Tuesday by Special Patrolman Rodwell because their figures betrayed them. Elsie Seeds, another inmate of the home, got out with Henrietta and Hattie, but the trousers which she got at the pottery were evidently made for a fat man, and she had a hard time keeping them on. Things finally became so bad that at Lawrenceville she was forced to leave the trolley to adjust her clothing, and she has not been seen since. The police are now looking for her.

*

William H. Allerton, who deserted the potter's bench several years ago to embark in the hotel business, has retired. He will spend several months in England before deciding upon his plans for the future. Before engaging in the hotel business Mr. Allerton was well known in the trade because of his connection with the old Dale & Davis, Ott & Brewer and Eagle potteries.

* *

While at work at the Maddock Pottery Co.'s plant last Wednesday, George Lincoln had his left leg badly crushed as the result of being struck by a falling heavy joist.

Wheeling, W. Va. After eighteen years' service with the Warwick China Co., James S. Kennedy has resigned to become manager of the W. S. George potteries at East Palestine. He left here Tuesday. For nine years Mr. Kennedy was general foreman at the Warwick, and last year was made general manager of the plant.

Gadsden, Ala. J. H. Birback, of Akron, O., has been here with a view of organizing a local company with $75,000 to be used in the establishing of a new general ware pottery in this city. Declaring that vast deposits of pottery clays exist in this vicinity, it is said local capital will become interested at once in the venture.

Wellsville, O. A mammoth Polk scouring and dipping machine is being installed at the McNicol-Corns plant. The advantages of the machine method over hand work are manifold. Cleaner ware is obtained, a more even glaze produced, and more speed is achieved in production, only three people being required to operate the machine, which does the work of nearly a dozen operatives.

A POTTERY PRIMER.

THE author of the "Encyclopedia of Ceramics," W. P. Jervis, has just issued an interesting work called "A Pottery Primer." Since its publication in serial form it has been almost entirely rewritten, and a large number of new illustrations have been added. The work contains much valuable information about the composition of bodies and glazes and the different kinds of hard and soft porcelains, together with historical matter of much interest. It will prove of great assistance to all handling china and earthenware.

AT CHICAGO.

FOLLOWING the recent decision of the Union Pacific management to install soda fountains in the dining cars on the regular day trains of the line, large orders for silver and glass will soon be placed by the purchasing department of the road, and the salesman who sees the head man first will probably go away happy if he can deliver the goods wanted.

* *

George E. Spinney, of the Fostoria Glass Co., looking more than ever like his distinguished namesake of the historic signature, was in town for a few days last week. H. C. Whitman expects to start for the Michigan commercial frontier again this week.

* *

E. E. Wilgus is at the Palmer House for a few days displaying the new patterns in underglaze effects on the Deldare specialties of the Buffalo Pottery Co.

* *

Besides the extensive lines of imported porcelains and glass, the new Chicago salesrooms of Bawo & Dotter at 315 Adams street are displaying some very handsome clocks, bronzes and other household ornaments under the charge of Paul Fueslein.

* *

Jacob Hartman has been at the Palmer House with the American Art Glass Co.'s lines of ornamental lamp designs from New York. He has a great many friends in the trade here.

* *

The A. S. Adams & Bros. sales agency say that business has been so good with them duriug the past year that after the first of May they will enlarge their space in the building where they are now located to five times its present size in order to handle the trade.

* *

The United Manufacturers' Sales Co. has been incorporated here with a capitalization of $10,000 for the purpose of conducting a sales agency to handle crockery, glass, housefurnishings, etc.

LATEST CUSTOMS RULINGS.

IN dismissing a protest filed by G. B. Mastrangelo, of this city, the Board of United States General Appraisers hold that the mere mailing of an importer's protest against the Collector's assessment of duty is not a compliance with the statutory requirements unless it is received by the Collector within the statutory time.

The importer contended that, notwithstanding the protest was not received until after the fifteen days had expired, his action was such as to constitute a service under the statute.

It seems that the protest was mailed to the Collector on a Saturday morning. The Custom House is closed for the day at twelve o'clock on Saturdays, although protests may be received on that day until 3 o'clock. It was not actually received by the Collector until the following Monday morning, which was beyond the time allowed by law for the consideration of the reliquidation of the duties desired by importers.

BUSINESS BRIEFS.

F. W. Woolworth & Co. have opened a new five and ten cent store at Norfolk, Va

* *

W. A. Ebblie has sold his five and ten cent store at Auburn, N. Y., to H. C. Woolworth.

* *

The Woolworth Syndicate have opened a branch five and ten cent store at Holland, Mich.

* *

The H. A. Bridge Co. have opened a one to twenty-five cent store at Marlboro, Mass.

* *

The Knox Syndicate, of Buffalo, have opened a new five and ten cent store at Lincoln, Ill.

* *

F. Keffer, of F. Keffer & Co., crockery and glassware, Reading, Pa., has retired from business.

* *

The Opalescent Glass Shade Co., Broome and Mott streets, this city, was severely damaged by fire on Wednesday.

* *

The Moline (Ill.) Incandescent Lamp Co. has concluded to liquidate, dissolve the corporation and discontinue the business.

* *

A petition in bankruptcy has been filed against Stransky & Co., wholesale dealers in enamel ware, 45 East 17th street, this city.

* *

Albert Klein, crockery and glassware, Cincinnati, has filed a voluntary petition in bankruptcy, with liabilities $2,398.32 and assets $653 04.

* *

Cumpson & Gaylord, capitalized at $8,000, have organized to do a jobbing and retail business in crockery, glass and housefurnishings at Moline, Ill.

* *

A. J. St. Hilaire, proprietor of a five and ten cent store at Newmarket, N. H., has purchased the entire stock of toys and dolls of the A. M. Priest store there.

* *

The Huse & Charlton Crockery Co., Wichita, Kansas, has been dissolved. E. A. Huse has purchased his partner's interest, and will continue the business.

* *

The crockery establishment of Joseph Samuels, Poughkeepsie, N. Y., was severely damaged in a

recent fire. The loss is estimated at $8,000, partially covered by insurance.

* *

The factory of J. Morgan & Sons in Brooklyn has been closed down during the past week owing to the necessity for extensive repairs, including the rebuilding of kilns and the installation of new machinery. If things go as scheduled, the plant will reopen on Monday.

* *

Authority to organize a $30,000 corporation has been granted at Springfield, Ill., to Moses Goldstein, Jacob Reichstein and Edwin Goldstein for the purpose of operating a department store. Extensive lines of crockery, glass, silverware, and housefurnishings are to be carried.

* *

A company is being formed to manufacture the "clear-view" window screen, patented by A. C. Beymer, with the Geo. H. Bowman Co., Cleveland, and a plant for its manufacture will be located in that city. The centre bar in the present style of window screen has been eliminated, and the screen can be so adjusted so as to fit any window.

* *

The purchase last week by Gimbel Bros. of the stock of D. B. Bedell & Co. was the culmination of a series of difficulties in which this old concern was involved. When banking interests took over the business some time ago it was thought that the house was merely temporarily embarrassed and would eventually come through all right. The sale, however, makes it apparent that matters were more complicated than was generally known.

HINTS FOR THE BOSS AND CLERK.

DON'T be so anxious to bore with a big auger that you forget that it is necessary that your store make a net profit on its business.

By the way, what share of the profits of your business does your wife get? Isn't she an equal partner on a share-and-share-alike basis?

Speculating on margin is not considered good form for merchants any more. If you have a little more cash than you need for discounting your bills, put it in a savings bank until you have a good place to invest it.

If your store sign stands flat against the front of the store it will scarcely be visible to a person coming from either direction. Have a sign that sticks out.

Display in a newspaper does not mean the largest possible type. It means the most conspicuous type, and that is not at all the same thing.

The base runner who stands with his feet glued at the bag may be playing safe, but he isn't playing to make any runs. There is more to success than just playing safe.

The successful clerk is he who not only works for the store while he is on duty, but who also continues to boost when he is outside among his friends.

Ask the clerks' opinions about the goods you are buying. They come into direct contact with the public and sometimes know more about what will sell than the manager himself.

The farmer is a good customer, but he hates to buy from anyone who acts as if he felt a little above him.

Because a man does not agree with you as to the best way of running your store, that is no sign that he is wrong. You may be mistaken yourself.

Is it convenient for people to cross the street in front of your store? If not, why not make it so? It will certainly help business.

There are still a few merchants who do not believe in doing business on a money-back basis. They are not forging to the front very rapidly.—*Frank Farrington, in Metal Worker.*

SPECIAL NOTICES.

The cost of advertisements under this heading is $1 for the first and fifty cents for each following insertion for each half inch of space (30 words). PAYABLE IN ADVANCE.

ATTENTION,
CROCKERY HOUSES.

Wanted, a position by a young man twenty-three years old in a crockery or glass house, where I can make myself generally useful. Give me half a chance and I will make good.

Address Box 754, this office.

HELP WANTED.

WANTED—Salesman, Christian, for hotel and bar supply house. Must have knowledge of china and glassware and kindred lines. Box 755, this office.

WANTED—Salesman, to carry "Fit-All Dish Cover" as side line. Two glass samples, seven ounces each. Commission given on all business from your territory. Address JOHN S. BAKER, 227 East 49th St, New York.

MANUFACTURERS' AGENT wanted to handle high-class line of lighting glassware in Ohio and West Virginia. Address, for particulars, W. J. P., this office.

WANTED—An experienced salesman for Indiana, Kentucky, Illinois and Tennessee by an importer of china, glassware and domestic wares. Will make liberal offer to an energetic salesman. Give experience and other particulars. Correspondence confidential. Address CHINA, this office.

FOR SALE.

FOR SALE—A fine lot of wall fixtures and tables (some of them with mirror tops) suitable for display of china or glass. All in excellent condition. Entire lot, or part, for sale at a reasonable price. Address, or call on, PAUL JOSEPH, 55 Park Place, New York.

CROCKERY AND GLASS JOURNAL

NEW YORK, APRIL 13, 1911.

THE CONDITION OF BUSINESS.

New York.

The week preceding Easter! Ergo, little or no business. The Feast of the Passover also largely contributes to putting a quietus on trade, and the custom of the New York Exchanges of making a holiday on Good Friday turns the week end into a vacation.

Very few visitors graced New York with their presence this week, and the local dealers seemingly required no wares. Even the men on the road appear to have been infected, for their order books were almost blank. There were exceptions, of course. Some houses say they have had a fair business right along, and there are travelers more fortunate than their fellows who have booked good orders. The advent of genuine spring weather will soon bring about a change, however.

The general business situation is perplexing. From one end of the country to the other complaints have been made for the last month of the slow movement of merchandise. The New York Stock Exchange, which is always regarded as the barometer of trade, shows the prevailing apathy in sales of only 130,000 to 175,000 shares per day. In every branch of business, excepting millinery, like conditions prevail, and the most astute financiers admit that they find no reason for it. The big steel mills are in full operation, the glass factories and potteries are working to capacity, manufacturers of all kinds of goods are giving full employment to labor except in the textile fabrics, particularly cotton, where half-time only is the rule. The railroads, in spite of the uncertainty of legislation, and the tobacco and oil industries while waiting anxiously for court decisions, are going along as usual. On top of this the government report for the week on the wheat situation says that except for untoward circumstances there will be the greatest crop the country has ever known.

With everything pointing to a healthy condition of the country, with money easy and plenty, this condition cannot last long. Conservatism in buying on the part of the dealer is all very well, but the time is coming when many a shopkeeper will be sorry he did not speculate a little and have a stock of goods which he could turn at a profit.

Trenton.

While there is a general complaint about retail business not being up to expectations for this time of the year, a careful review of the situation shows that conditions are not as bad as they are painted. Those who look upon

the matter reasonably say that the weather is to blame. A few warm days will bring out the trade, and it is the opinion of progressive merchants that this spring's business will be better than that of last year. In the local potteries trade is good, but the "boom" which kept things humming throughout the winter has dropped off.

Pittsburgh and Vicinity.

There has been practically no change in the glass trade during the past week. Some factories are well stocked with orders; others are not so fortunate. The demand for blown goods is keeping up with the standard of past years; but, still, a greater volume of business could be cared for. Within a few weeks the glass lamp trade will start, and a few orders are now being received for these lines. Specialties are moving fairly well.

East Liverpool and Vicinity.

Total sales for all potteries in the Western district for the first quarter of 1911 were very near up to the records of 1910, while several manufacturers report March as being the best month in years so far as shipments are concerned. Specialty plants appear to be doing the best business. Dinnerware potteries report trade rather retarded. Scheme goods are holding their own, according to several manufacturers. Department store buying is below normal, but a week or two of bright sunshine will work wonders in this particular.

AT CHICAGO.

TRAVELING salesmen in the crockery and glass lines covering general territory seem to be pretty well agreed that conditions governing the trade have lately undergone a gradual though somewhat radical change that is not at all advantageous to Western distributers of the wares. Before the days of the large mail order houses, the big premium handlers, and the five cent and ten cent chain stores, all the commercial traveler had to do was to "make" the town and "get to" his merchant in order to land an order of some sort. But the whole commercial map has been changed, and the traveler is now kept guessing. Besides being a salesman he now has to be an advertising expert and a soothsayer in a small way, and also as silent and mysterious as the Sphinx for fear the other fellow will get ahead of him. Since the mail order houses and chain stores have entered the trade the local merchant finds himself up against a pretty stiff proposition to compete with the skilled advertisers they always employ, and in order to sell him the clever and successful traveler must furnish him with ideas to bring trade through by presenting good talking points to be enlarged upon afterward with the consumer. Of course the big mail order houses and chain stores are dead ones to the traveler making one-night stands, because they buy from the factories direct, and often get better prices than a jobber by giving larger orders. Large premium houses also generally go direct to the factories, and give the jobber no business whatever except in emergency cases. When we take into account what an enormous and increasing proportion of the crockery and glass trade is now handled by these concerns direct from the Eastern factories, we find that but for the strong hold the big department store have upon the public the crockery and glass trade of the West would probably show a heavy shrinkage in volume at the end of another year.

* *

Charles E. Patterson, buyer for Carson, Pirie, Scott & Co., has returned from his European travels and is meeting the glad hand at every turn.

* *

Among the salesmen registered at the Palmer House were H. Finn, representing W. R. Noe & Co., New York; C A. Weidemann, with Laurel Cut Glass Co., Jermyn Pa.; H. R. Shirley, with Maddock & Miller, New York; D. I. Fisher, with New Martinsville (W. Va.) Glass Co.

* *

Replenishing the crockery and glassware of their respective hotels were Fred Van Orman, Hotel St. George, Evansville, Ind.; John Sweeney, Grand Hotel, Crawfordville; J. T. Donohue, Hotel Colfax, Colfax, Ia.

A NEW FRUIT JAR.

BEN. SCHLOSS, well known in the glass trade all over the country, patented Dec 20, 1910, a new fruit jar which he calls the "Golden State Mason" and has organized a stock company with headquarters in San Francisco for the purpose of marketing it. He has been working for more than a year to perfect this article, and claims for it qualities not to be found in others. It needs neither clamps nor wires for closure. The cover need not to be destroyed in opening the jar; it is hermetically sealed when the cover is screwed down, and the rubber can be used as often as desired. It has the largest mouth of any fruit jar in the world, and no neck or shoulder to compel the cutting up of fruit.

The New York Crockery and Glass District.

The dinner buyer generally favors the place where he has a large selection of patterns to choose from. In this respect L. Bernardaud & Co can satisfy the requirements of the most exacting. H. R. Churchill, manager of the local office, has eighteen patterns in open stock, and carried in sufficient quantities to insure immediate delivery. The china is high quality Limoges, and the patterns have been meeting with such success that the orders booked up to date are a source of great satisfaction. A sample plate will be sent to buyers on application, together with an illustrated booklet showing the decorations on the other seventeen. With the sample plate in his hand the dealer can make a leisurely examination and a thoroughly satisfactory selection. A postal card will bring it.

A small fire occurred Tuesday morning in the building on Chambers street adjoining L. Straus & Sons'. The inevitable small boy, whose activities at this season of the year are doubtless inspired by the balmy weather, turned in an alarm, and in less than ten minutes there were three fire engines on the scene. The excitement was intense for awhile, as there are numerous factories, where many girls are employed, in the vicinity.

The Buffalo Pottery is distributing a booklet telling the Chinese legend behind the decoration on their Blue Willow ware. Copies may be had for the asking.

The monotonous style of business letters is not often as refreshingly varied by a touch of humor as was the case last week when James P. Gordon found an appendix to an order requesting information where he could get quickly some ware which Mr. Gordon could not at the moment supply. The correspondent then added: "If not too much to ask, will you have that nice-looking young lady who runs your typewriter beat off a few of the victims whom you have hypnotized into buying 'Florentine?' For these favors I have made arrangements to have two more jewels added to the diadem you will wear in that undiscovered country to which you are surely going, and also a pianola attachment to your harp."

Portable manufacturers know the importance of an attractive stand. In many cases the base of the fixture determines the sale more than the shade. The Turner & Seymour Mfg. Co. have a handsome display of bases at the showrooms of their local agents, C. B. & J. Warner. The exhibit is a very large one, and includes all styles of finishes.

The popularity of Rostand's "Chantecler" has caused adaptations of the barnyard idea to appear in many articles for dress, decoration and utility. Fondeville & Van Iderstine are showing a line of earthenware decorated with pratically every member of the feathered tribe. Chickens, turkeys, ducks, etc., are shown in natural colors, alone and in groups. The decorations are large and make a striking appearance.

The rivalry prevalent among Easter bonnet wearers is not to be found in the Fit-All Dish Cover family. Crocks, jars, tumblers, etc., are crowned alike. They wear the same-shaped, twenty-two rimmed, glass cover. Their combined appeal for the judgment of shoppers is gratifying, judging by sales.

A very "classy" novelty for hotel and restaurant use was received this week at the local office of the United States Glass Co., consisting of a covered hall boy water jug having a countersunk cover fitted with cleats so that a turn of the cover locks it.

The Duncan & Miller Glass Co. will have one of the finest showrooms in the District on the first of May when Paul Joseph, the local representative, re-

moves to his new premises at Murray street and West Broadway, where he will occupy the entire first floor. The room is to be finished in quartered oak, paneled with mirrors. The premises are new, and afford unexcelled facilities in the way of convenience and light.

Robert Slimmon & Co. opened this week a lot of new patterns from Sudlow & Sons.

Few people realize the extent of the business of Lewis & Conger, the housefurnishing goods dealers on 42d street, either in volume or in the variety of the wares they carry. They cater to the high grade dwellings of the city, carrying the very best utensils that are made. Their business extends all over the United States, and they also have a large foreign trade.

One of the best arguments possible for the employment of easels in the display of china can be seen by the manner in which the more successful dealers display their wares. Abels & Co , pioneer makers of these accessories, are showing some brand new samples that deserve a place in every crockery and glassware establishment.

Bawo & Dotter still have their import samples intact and can fill orders for china, glass, dolls and toys. Meanwhile they are opening new samples of stock goods for fall delivery, and can supply dealers from present stock in a large variety of lines.

Henry Endemann has taken room 53 at 32 Park place from the first of May, where he will show lines of glass from S Reich & Co., Vienna and Berlin.

The rich appearance of the line of metal goods made by the Bradley & Hubbard Mfg. Co., in conjunction with their moderate cost, has done much to boost the general popularity of these goods for home use and decoration. The specialties on view in brass and iron are so ingeniously constructed to meet special wants that the line is a rapidly moving one.

John Nixon has received the new samples of lamps made by the Fostoria Glass Co. There has not been such a radical departure from stereotyped lines in decorated lamps for many years as these new designs show. They are medium priced, with popular decorations, and ought to prove good sellers.

The Goodwin & Kintz Co. have recently forwarded a number of new styles of gas and electric portables to their local office. The workmanship is excellent and the designs original. The line of hanging fixtures especially the small lanterns, is also good, and moderately priced.

The local office of the Royal Copenhagen Porcelain Co. received during the early part of the week fifty new samples including vases, jars, covered pieces, figures, etc., which show great skill in design.

THE ANNUAL EXODUS.

JOHN DAVISON is booked to leave for Europe on the Caronia May 6. It is possible that George B. Jones will sail on the same vessel. W. S. Pitcairn, E. F. Anderson and C. H. Woodbury of Boston will take passage on the Carmania May 20. Edward Boote will sail on the Caledonia May 27; and unless his plans are changed Robert Slimmon will leave by the California June 10. John J. Miller is uncertain about his date of going, but it may be on the Caronia, May. 6.

THE QUESTION OF CREDITS.

FEW subjects are of such importance to business men generally as the matter of extending credit. Some seem to think that "you are damned if you do, and damned if you don't;" so "what's the use?"

The man who extends credit on this "hit or miss" plan is likely to wind up his affairs with his creditors eventually on a ten per cent. dividend basis. Every business man owes it to his creditors, as well as to himself, to keep his accounts closely collected.

The credit question is a great deal like the divorce problem Go slow. Be sure you are right before you get married. Make sure every customer you lend your money to is a "good risk." Taking a credit customer is like taking a wife. "With my worldly goods I thee endow" is your pledge in both cases. After you have made the plunge you are in the hands of the Philistines.

Some merchants hesitate to ask customers direct their income, property holdings, etc. In such case, you can tactfully find out where your customer buys his food supplies, and secure a report on him from his butcher, etc. In fact, the merchants of every community ought to organize an informal credit association for their own protection.

Collecting promptly is next in importance. Some hesitate to push collections for fear of offending customers. This is a wrong attitude to take. It encourages your customers to become lax in paying up. The man who is offended at the right kind of collection

"duns" is a man you are well rid of. Your "good pays" need only a gentle hint. The other kind are costly to carry, hard to collect from. Better lose them quickly than lose them after they have gotten away with your money and your goods after their account has reached big proportions.

Remember, every day an account remains overdue adds that much to the difficulty of collection, and the probability of ultimate loss.

So be particular to whom you extend credit, in the first place, and keep collected close in the second.

This means you should have a system of accounting that enables you to send monthly statements, follow up delinquents closely, and to force collection when occasion seems to warrant it.

One final word; be tactful in sending dunning notes. An obviously "form letter" is best. It is impersonal, does not offend, but it serves its purpose. The briefer it is the better. Watch your credits and collections, and sleep easy nights.—*Housefurnishing Review.*

TRADE TIPS.

BLISSFIELD, Mich.— Clarence Gilson will handle crockery and glassware in connection with his hardware business.

Whittemore, Iowa.— J. M. Fleming, who has succeeded to the business of J. M. Farley, wants catalogues on pottery, glass and housefurnishings.

Bay City, Mich.— Frank C. Goddeyne may install a pottery and glassware department.

Strassburg, Va.— Omar P. Stickley will install a lamp department in connection with his hardware business.

Sherman, Tex.— Pottery, glass and lamps will be carried by the Ballard-Forman Co., which has just been formed with $15,000 capital.

White Salmon, Wash.— Housefurnishings, glassware and crockery will be handled by Meloy & Parry. Catalogues are wanted.

Conneaut, O.— F.F. Roberts & Co. are interested in electrical glass goods.

Shelton, Neb.— Catalogues on housefurnishings are wanted by F. T. Turney.

McKinney, Tex.— The Crouch-Hartzog Co. has been formed and will do a wholesale and retail business in pottery, glass and lamps in connection with other lines.

Cameron, Tex.— The Sweeney-Tyson has increased capital stock to $18,000 and will handle housefurnishings, pottery and glass.

Alama, Tenn.— James Kelly has bought out R. G. Hughes and will carry a stock of crockery and glassware.

Atchinson, Kan.— The Berry Hardware Co. has succeeded the Lewis Hardware Co. and will handle electrical supplies, housefurnishings, crockery and glassware.

Versailles, Ill.— J. H. Reashe wants catalogues on pottery, housefurnishings and glassware.

Denton, Tex.— The Taylor Hardware Co., just formed with $20,000 capital, will carry complete stocks of pottery and glassware.

Bardwell, Tex.— The Bardwell Hardware Co. wants catalogues on housefurnishings.

Henry, Tex.— Catalogues are wanted from pottery and glass manufacturers at once by P. H. Curtis.

Bee, Neb — Glass and pottery manufacturers are asked to send catalogues to Tomandi & Hunt, who are just starting business.

Morehead, Ky.— The Claudill Hardware Co. want information about pottery, glass and lamp lines.

Ft. Wayne, Ind.— The H. Pfeiffer & Co., incorporated with $100,000 capital, will do a wholesale and retail business and carry housefurnishings.

Chicago, Ill.— The T. J. Bowler Hardware Co., $10,000 capital, will carry domestic pottery and glassware with other lines.

Stanton, Mich.— The Stebbins-Garfield Co. has succeeded to the business of John W. S. Pierson & Co., and will continue to carry a good stock of pottery, glass and housefurnishings.

San, Diego, Cal.— Alfred Stahel & Son, just incorporated with $75,000 capital, will be glad to receive catalogues coverlng hotel supplies and housefurnishings.

Steelton, Pa.—Adam Wagner has just started a crockery, glass and housefurnishing goods store, and would like to receive catalogues.

FOUNDED IN 1874

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

Published Every Thursday

BY

WHITTEMORE & JAQUES, Inc.,

92 West Broadway, New York.

EDITORIAL ROOMS, TEL. 5092 BARCLAY.

MECHANICAL DEPT., TEL. 5086 BARCLAY.

SUBSCRIPTION RATES, INVARIABLY IN ADVANCE:

United States	$2.00
Canada	3.00
All other foreign countries in the postal union	4.50
Single copies	.10

In remitting subscriptions please send Postal Money Order.

Make all checks and drafts payable to Whittemore & Jaques, Inc. Out-of-town checks should bear the words "With New York Exchange"

Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, APRIL 13, 1911.

WE have assurance from what we consider an authentic source that there will be no tinkering of the tariff as far as the crockery and glass schedules are concerned at this session of Congress. The Canadian Reciprocity Bill will probably be passed within a few days, but the items covered by it do not include china, glassware, lamps, or any of the lines which we specifically represent.

THE LIMOGES CHINA SITUATION.

ESPECIAL attention has been called to the Limoges china situation in view of the announcement a month or so ago by Assistant Secretary Curtis that on the first of May the scale of prices which has for several years served as the basis for appraising Limoges china would be cancelled; and the inquiries that come to us from subscribers for information on the subject are so numerous as to call for a concise statement of the situation.

The so called "Limoges Rate List" was prepared in 1908 through the joint efforts of a committee representing the Limoges manufacturers acting in connection with representatives of the Treasury Department of the United States and was officially accepted on the part of the United States Government by Mr. Reynolds, then Assistant Secretary of the Treasury, and on the part of the Limoges manufacturers by Mr. Charles Lamy, president of the Limoges Chamber of Commerce, and it was at that time agreed that no change should be made in the terms of this Rate List without due notification. This so-called "Rate List" is a table of proportions, so prepared that the price of any article being shown, all the other articles of that same pattern must of necessity take a certain proportionate price. But, in addition to this scale, the price of various patterns was accepted as being "market value" and to be used for comparison in appraising Limoges porcelain by the United States authorities. Under this system, both the Limoges manufacturers and the Government officials had, for the first time in the history of importations of Limoges porcelain into this country, a fixed base of value and uniform scale of proportions, simplifying materially the labors of both, and enabling all interested to have some idea of proportions and uniform values. The immense variety of shapes and designs manufactured in Limoges made it very difficult to appraise or estimate relative values as compared one with another, and this was the only uniform basis of appraisement and consistent method of establishing values that ever existed in the Limoges trade.

It is probable that from year to year, as new designs are made and new shapes appear, certain changes in the values of the types or in the details of the cost of decorations may be necessary, but it is a simple matter to rectify any differences of this kind, either by appraising new designs on a higher basis than the former types if it can be shown that they are worth now more than they were at that time, or by reducing the prices of certain of the types if it can be shown that they are worth less that the price agreed. This is constantly done with other products imported from abroad, and could as easily be effected in the case of Limoges porcelain without causing any interference with the foreign interests or serious inconvenience to the dealers throughout this country.

PERSONAL.

TO see his friend, F. K. Martin, off to Europe, Louis Reizenstein, of Pittsburg, rushed into New York last Friday, and raced back to the Smoky City next day. In all the trade there is no one like Louis Reizenstein for ability, activity and endurance. He is one of the best informed men in the business, with a taste that is exquisite. He has original ideas, and many a successful design is the result of his brain. Show him a pattern that is somehow wrong and he will explain how it can be so completely changed by a little alteration that it will be right. He is in his office every morning at seven o'clock, and is always willing to look at samples. In the buying season, when the ex-

hibits are on at Pittsburg, he seldom sees his bed before midnight; yet in the morning he is as fresh and bright as if he had remained in the quitetude of his home. He thinks no more of a trip to New York than he does to run across to his home in Allegheny; and a journey to Europe is not much more to him than a visit to New York.

⚜

Harris Smith has severed his connection with the Cook China Co., Kittanning, Pa.

⚜

Frank M. Johnston, formerly buyer of fancy goods for the Robert Simpson Co., Toronto, has been appointed general manager of the John Murphy Co., Montreal.

⚜

John S. Earl, an old-time glass cutter of Brooklyn, announces that he will retire from business. He began with John Hoare when the latter was manufacturing in Brooklyn, and went with him to Corning. For the last twenty five or thirty years he has been running an establishment of his own.

⚜

Charles Stewart has succeeded John F. Shaw as china buyer for the Murray-Kay Co., Montreal.

⚜

Frank S. Warren, with Maddock & Miller, is expected to make a flying visit to his office on Saturday and depart again Sunday night for the road.

⚜

H. B. Salter, Trenton, N. J., was in town this week making his spring purchases. Mr. Salter enjoys the distinction of being the only town clerk in Jersey who operates a china and glassware store.

⚜

W. J. Peterson, with J. Morgan & Sons, visited the fixture accessory houses on Tuesday.

⚜

W. K. Andrews, formerly buyer for Jonas Long's Sons, Scranton, Pa., has resigned his position to take charge of the china and housefurnishing departments of the Cleland-Simpson Co., same city.

⚜

Frank R. Martin, with the Cowell & Hubbard Co., sailed for Europe Saturday last on the Amerika.

⚜

B. Gunthel, the well known glass importer, left on Wednesday for a pleasure trip to Hot Springs, Va., with his wife and daughter. This is the first vacation Mr Gunthel has taken in thirty five years. He is essentially a home body, and to the best of our knowledge has never been west of Hoboken nor a hundred miles from New York in any direction since he came from Europe—except for his regular trips abroad. He certainly is entitled to a rest, and it is to be hoped that he will enjoy himself thoroughly.

⚜

Senator O. H. Brown was in town this week making selections for his Asbury Park and Spring Lake establishments.

⚜

Hugh McAfee, president of the Consolidated Lamp and Glass Co., Coraopolis, Pa., visited the New York office on Tuesday.

⚜

Thomas W. Pinder made his initial buying trip to the District this week for the Kern Dry Goods Co., Waterbury, Conn.

⚜

E. Smith, buyer for W. E. Waller, Rutherford, N. J., made a tour of the District this week. He is now buying for the five branch stores, and naturally is "on the jump" all the time

⚜

George Silva, salesman for the Pairpont Corporation, arrived in town the early part of the week and registered at the Earlington.

⚜

George Hamilton returned from his Western trip last week and immediately started for New England. He was in Boston on Tuesday.

⚜

Arthur Wood, from W. H. Grindley & Co., England, is due to arrive in this country the latter part of the week with a preliminary line of samples for selection and elimination.

J. E. JOHNSTON A SUICIDE.

EARLY last Saturday evening, in the Bourne woods, about six miles from Sandwich, Mass., where he lived with his wife and son, J. E. Johnston, traveling salesman for A. H. Heisey & Co., Newark, O., shot himself through the head with a revolver, dying instantly. The body was found in a sitting posture resting against a bank on the side of the road with the revolver clutched in his right hand.

What prompted the act is not known, but that the unfortunate man deliberately planned self destruction seems to be borne out by the fact that his coat had been removed, carefully folded and laid on the ground beside his hat and traveling bag.

Mr. Johnston was born in South Boston, was

about forty years of age, and was the son of the late A. V. Johnston, a glass manufacturer. He had been connected with the glass trade for many years and was considered an expert in his line of business. He was in good health, was a successful salesman, his family relations were happy, and he had a great number of friends. There was, so far as known, nothing to trouble him; all of which adds to the mystery.

KESNER TAKES EHRICH'S STORE.

SPECULATION and rumor concerning the disposition of the former Ehrich Bros. store property at Sixth avenue, Twenty-second and Twenty third streets were set at rest last night by the announcement that J. L. Kesner of Chicago had secured a long lease of the land and buildings and will open a new store as soon as the buildings can be remodelled and an addition built on the Twenty-second street corner.

J. L. Kesner is one of the best known men in American retailing. His experience began as a cash boy in the Fair—one of the great department stores of Chicago—with which store he was connected for thirty-two years—passing through every department and grade up to the position of general manager.

Mr. Kesner says that he has for some time wanted to get a foothold in New York. "It is the greatest city it the world and the richest in opportunity for the alert man who is willing and able to do his own thinking and his own hard work," was his comment yesterday.

AT BOSTON.

THE local trade were shocked to learn of the tragic end of J. Edward Johnston, who committed suicide Saturday at Sandwich, Mass. He was the New York statetraveler for A. H. Heisey & Co., Newark, O. At one time he was in business in Boston, and had a wide circle of friends, a number of whom attended the funeral on Wednesday.

James J. Hanning, china buyer for the Jordan-Marsh Co., returned this week from his European buying trip. He had a most satisfactory journey and enjoyed a little pleasure jaunt prior to buying. Calling at the Azores, Gibralter and Algiers, he went to Villefranche, Nice and Monte Carlo, where he played roulette, and, like all Americans, lost. Genoa, Naples, Pompeii, Rome, Florence, Venice, Vienna, Budapest and Munich followed, including a visit to the royal china works at Nymphenburg, Dresden. He then went to Berlin and Leipsig, where he says foreigners were buying more than the Americans at the Fair. Paris came next; then Limoges, London and home. Mr. Hanning says: "I am very glad to get back, and the American flag looks more beautiful than ever.

Bernard G. Twitchell is the new buyer for the R. A. McWhirr Co , Fall River. For the past three years Mr. Twitchell has been buying for Vorenburg's, where he built up a very successful department. Eddie Malone, his assistant, will probably succeed him there.

Mrs. Charles Pearson, buyer for Homer's, is again at the store, following a month's illmess. This store is confining itself to cut glass and glassware, having dropped china.

The Henry Siegel Co. have succeeded in acquiring the little corner building which they couldn't purchase when erecting their store, and will erect on it an addition that will give them all the space bounded by Harrison Ave. Extension, Hayward Place, Washington and Essex streets.

Joe Pindar, of Chase & Francis, is touring through New Hampshire vacation bent, this being a sort of annual soiree with him.

The Moore Brothers, of Plymouth, were among our visitors this week. They own one of the finest stores on the cape.

Pat Hanley, the glass and silverware man, slipped and broke his wrist last week as he was coming from the station with his sample grips. He denies he was fighting with a customer for an order.

The E. P. Charlton Co. has opened two stores in Canada, making sixty-seven in their chain all told.

Geo. H. Bowman, of the house bearing his name at Cleveland, O., was calling on the buyers this week, as also was Col. W. A. Rhodes, with the Knowles, Taylor & Knowles Co.'s line.

At the Addis-Adie Co.. Jos. F. Addie has been bought out by J. S. Bailey. Other changes in the personnel are expected.

Wilder S. Nathan, jeweler, Fitchburg, Mass., who maintains an excellent cut glass display, was in town this week.

Miss Mae E. Goodwin, who recently took the cut glass buying end of the R. H. White Co., is proving

quite an adept with these goods. Her department contains many fine pieces, and several glass men have told the writer that she knows the market exceedingly well and is one of the cleverest buyers they have met.

Visitors in town last week included I. Isley, with Barnard, Putnam & Sawyer, Worcester; Mr. Laviska, with P. B Magrane Co., Lynn; Mr. Frost, Fitchburg; Frank Smith, with the A. G. Pollard Co., Lowell; Joseph Donovan, with Robertson & Sutherland, Lawrence; A. A. Mills, with R. A. McWhirr Co., Fall River.

Miss Nellie Mulvaney, of the Granville-Phillips offices, will spend the next two weeks sightseeing in Washington, D. C.

IN TOWN.

Abbreviations—c, crockery; g, glass: hf, housefurnishings; l, lamps; t, toys; s, silverware.

THE following buyers have reported in town since our last issue:

D Gradwohl, with R Weill & Co, t, San Francisco. 100 Fifth avenue.

J A McLeod, with D B Loveman Co, t, Chattanooga. 40 W 22d.

F J Gunther, with A Hamburger & Sons, t, Los Angeles. 215 Fourth avenue.

I Halpern, with Pettis D G Co, Indianapolis. 2 Walker.

C M Igel, with Kaufmann Bros, s, Pittsburg. 200 Fifth avenue.

P. Schaeffer, with Adam, Meldrum & Anderson Co, Buffalo. 2 Walker.

C H Reiling, with Elder & Johnston Co, Dayton, O. 2 Walker.

V W Butler, with Paris D G Co, t, San Francisco. Breslin.

S J Hammond, with Nordman Co, t, San Francisco. Flanders

C W Hutchins, with Jones, Post & Co, s, Kansas City, Mo. 43 Leonard street.

G N Everett, Woodward & Lothrop, c, Washington, D C. 334 Fourth avenue.

MIXED THE TWO COMPANIES UP.

THE Dunn Dome and Fixture Co. was placed in the hands of a receiver on Monday, April 3, on the petition of W. H. Dunn, Leon J. Silva, and another, and a hearing in the matter is scheduled for Thursday, April 13 (to-day)

Owing to a similarity in names the Warren H. Dunn Co. have been inconvenienced by rumors which mixed the two companies up. This confusion arises from the fact that Warren H. Dunn, who started the manufacture of domes and shades in 1901, had his business incorporated under the name of The Dunn Dome and Fixture Co with a capital of $25,000, $21,000 of which was paid in. In September, 1910, Mr. Dunn retired from the presidency, but still retained his directorship, and became the sole selling agent of the concern. Shortly after his resignation the management removed the factory from 132 Reade street, New York, to Arlington, N. J. A short time ago a judgment was obtained against the company, and Warren H. Dunn, to protect himself and the other creditors, applied for the receivership. Then the report arose that the Warren H. Dunn Co. was in difficulties.

Aside from being a creditor and stockholder, the Warren H. Dunn Co. has no connection with the Dunn Dome and Fixture Co.

TO DECIDE DEATH BENEFIT.

A MEETING of the Executive Committee of the Pottery, Brass and Glass Salesmen's Association has been called for next Tuesday for the purpose of taking action in the case of George A. Woods, whose beneficiary has filed a claim for the death benefit while the deceased was under suspension.

CORNISH CHINA CLAY.

CHINA clay (or kaolin) was discovered in Cornwall about the year 1775, by Wm. Cooksworthy. It was at first entirely used in the manufacture of porcelain. The output in 1809 (29 years after the discoverer's death) was only 1,700 tons. In 1906, 1907, 1908, 681, 632,781,873, and 721,416 tons respectively were shipped. The mineral is found in beds. These are not deposits in the true sense of the word, but huge masses of what may be called decomposed granite, the constituents of which have preserved their original relative positions.

Usually an "overburden" of earth ranging from six to twenty feet has to be removed. When this is done, streams of water are directed at different points so as to fall down the face of the crude china clay. The streams disintegrate the already decomposed granite, the process being aided by workmen who break up the ground in the streams' course with a kind of pick, locally termed a "dubber." This process is termed "washing." The streams carry with them in suspension a proportion of the china clay, and at the bottom they are directed towards the "sand drags," where they spread slowly over a some-

what large and nearly level area. This allows the coarser parts of the granite (carried with the clay by the stream's force) to settle. These impurities are removed periodically by means of tram wagons. It may be added that in most pits (some have been working 100 years and more) the bottom of the china clay has not yet been found. In many cases the pits are 300 feet in depth.

From the "micas" the china clay and water are directed to the "settling pits," generally circular in shape. The size of these varies; but approximately they are eighteen feet in diameter and nine feet deep. As the china clay and water fall into the pits, the former at once sinks to the bottom, being of so much higher a specific gravity than water. The clear water is drained off and pumped back to the clay pits and used again in disintegrating and "washing" the clay. After a few hours, the clay, being somewhat of the consistency of cream, is sent through connecting pipes to the "tanks," which contain from 500 to 1,000 tons of what will be the dried and finished article. The china clay settles in these from four to six weeks, the remaining water gradually being drawn off by means of a wooden pipe running from the top to the bottom of the tank, fitted with plug holes. A plug is removed from the hole just above the china clay, the water draining off. As the clay settles further the next plug is, of course, removed, and so on. As much water as possible is drained off in this way, because there is no actual cost, only time, employed.

When the clay is of the consistency of butter, temporary rails are placed in the tanks, and men shovel the clay into small tram wagons, which are pushed into the interior of the "dry" or kiln.

The drying is the last stage in the preparation of china clay for the market. When brought in from the tanks the wagons are run on to a platform, which can be moved easily the entire length of the dry, so that the clay can be placed at any desired spot. The clay is divided into more or less square blocks to insure greater ease in lifting and removal to the "linhay," or store-room, and to admit of the moisture being driven off more rapidly. The "pan" or floor is made of fire-clay tiles, which range from about five inches thick at the furnace end to two inches at the stack end. Under the floor are flues which carry the heat from a coal furnace at one end. The heat, after having served its purpose, is drawn up a chimney stack at the other end. This drying process takes from one to three days.

When the dried clay is removed to the adjacent "linhay," it is either sent away in bulk or packed into sacks or barrels. The "linhays" are, when possible, placed alongside a railroad siding, so that the clay can be loaded right away into railway wagons and shipped expeditiously. It occupies a space of from six to eight weeks to produce china clay from the time it is "washed" to the time it is properly dried.

FRISKY CUR AMONG THE CHINA.

A TRAMP dog played havoc in the display window of West's china store, Savannah, Ga., on the night of April 6. In the neighborhood of $100 worth of china was destroyed. The discovery was made when the store was opened in the morning. The dog, which had accidentally been locked in the store the night before, had several cuts to show for its encounter with the expensive crockery while vainly trying to get out through the window.

BUSINESS BRIEFS.

J. Dolfinger & Co. opened their new store in Louisville, Ky., last week.

* *

The Peerless five and ten cent store was opened last week at Youngstown, O.

* *

Tree & Runyon, Decatur, Ill., have closed out their china and glass department.

* *

Emmett Hornbeck, salesman, secured judgment of $1,300 against Kelly & Steinman, cut glass manufacturers, Deposit, N. Y.

* *

Lit Bros., of Philadelphia, have bought a plot of land 50 x 200 at 253-259 West 125th street, this city, in the heart of the uptown shopping district.

SEVRES BLUE.

THE famous blue color given to the porcelain manufactured at Sevres has long been believed to be the result of a secret process, and many legends exist about it. It has, however, been recently shown that it is a mistake to suppose that Sevres blue cannot be produced elsewhere. As a matter of fact, it is produced in many French potteries where sufficient care is taken and where pure oxide of cobalt is used. Formerly it was difficult to produce this article without impurities, which injured the color; but chemical science has overcome all the difficulties. The same is true of the Chinese green known as celadon. It was invented in China, but it can be perfectly reproduced elsewhere.

Among the Potteries
East and West

East Liverpool and Vicinity.

"If it were not for the long line of specialties and assortments we make we would be very much down in the mouth, so far as business is concerned," said the sales manager of one plant to the writer. Some dinner ware is being sold, of course but the volume is not up to normal. White and gold open stock lines and the higher-priced treatments are not selling up to standard. On the other hand, moderate-priced decal lines are moving reasonably well. But when it comes to the specialties and assortments, the demand is generous.

*

George C. Thompson, of the Thompson Pottery Co., and T. A. McNicol, of the Potters' Co-Operative Co., have returned from New York, where they went to attend the marriage of a daughter of Morris Bergmen, a well known buyer. While in the East they did not overlook the opportunity to book some business

* *

Frank I. Simmers, of the Hall China Co , will leave for the Eastern territory next week with the new underglaze decorated semi-vitreous hotel lines of this concern.

* *

When the Klondike gold fever was on, Evas Sebring built a pottery a mile east of the pottery centre here, and called it the "Klondike" When the plant was bought by the Smith-Phillips China Co. the name stuck. Now the Post office Department establishes a post-office there, to be known as "Klondike, O." The name is especially appropriate, for the Smith-Phillips Co. are said to be using more coin gold than any other plant here.

* *

President Monroe Patterson of the Wellsville China Co. is spending a brief season in Florida.

* *

"I am of the opinion that Canadian reciprocity would work to the advantage of the American pottery manufacturers," said a well known member of the trade recently. "Some years ago we started to sell a good line of dinner ware to a large Canadian dealer, and at the time he told me he could use more American goods if the duty were not so high. We are still doing a nice business with this concern, and I am satisfied we could do double the amount if conditions were changed."

* *

In the re-organization of the Cosmopolitan Club, Robert Spencer has been named as president, and William C. Phillips, of th Smith-Phillips China Co., as secretary-treasurer.

* *

John Stamm, for years identified with the National China Co., has resigned as general manager of the plant at Salineville, and has been succeeded by his son.

* *

John L Harper, of Niagara Falls, N. Y., the inventor of an electric kiln, a detailed account of which was given some time ago in the JOURNAL, is erecting a large commercial kiln at Niagara Falls which he expects will meet every need of the potters. In which case it will undoubtedly be installed in a number of plants in this territory.

*

B. C. Smith, of the Thompson Pottery Co., has been appointed by Common Pleas Judge J. G. Moore to fill a vacancy on the Soldiers' Relief Committee.

* *

Daniel Churton, for several years a foreman in the potteries of East Palestine, O., has been made superintendent of the Wylie plant at Huntington, W. Va., known as the Huntington China Co. Churton is well known in the Trenton and East Liverpool districts.

* *

Writing in the "National Labor Tribune," Thomas Reece, of London, Eng., comments upon the situation which exists in the foreign pottery district. He says: "Serious industrial troubles have suddenly developed in the British pottery trade which threaten to culminate in a general strike involving 50,000 operatives. The pottery workers find fault with the working of the conciliation board, arguing that the present rules of the board should be enlarged to deal with questions of any character as they arise. The usual story that the men's demands if granted would make

it impossible for the employers to continue business is of course heard. At the moment of writing the position is critical."

Trenton.

In spite of the fact that the general ware business is not as good as it might be, the plants of the Cook Pottery Co. are employing their full quota of operatives, and the company is behind time in filling some of its orders. Business is also brisk with the Trent Tile Co., Lenox Incorporated, and the Maddock Pottery Co. All three have enough orders on hand to keep them going for some time to come.

* *

Thomas Hawthorne, a well-known kiln builder of this city, left on Monday for Toronto, Canada, where he has the contract to construct a number of kilns.

* *

Charles Howell Cook was last Wednesday reappointed a trustee of the School of Industrial Arts by Governor Wilson.

* *

While placing a kiln at the plant of the New Jersey Pottery Co., last Tuesday, James Kennedy sustained a badly wrenched back and other injuries as the result of a fall from a ladder.

* *

President Thomas J. Duffy, of the National Brotherhood of Operative Potters, spent several days here last week visiting the various local unions.

* *

Michael Reddan, one of Trenton's prominent citizens, and the father of John A. Reddan, formerly associated with the CROCKERY AND GLASS JOURNAL, died at his home here Sunday morning after an illness of a month.

* *

Trenton is to have a new industrial establishment for the manufacture of the A. D. Lee oil burner, recently demonstrated at the Maddock Pottery Co. in the successful firing of several kilns at the greatest saving in cost and with less loss of ware than has ever resulted from any other process.

Columbus, O.

Judge E. B. Dillon has just allowed the creditors of the Bell Pottery Co., the plant of which is at Worthington, north of here, a dividend of 6½ per cent.

Wheeling, W.Va.

The production of sanitary ware in the West is increasing at a remarkable rate. The Wheeling Sanitary Mfg. Pottery Co. has just added four kilns and has let the contract for the construction of three more at its Tiltonville (O.) plant. At the latter a specialty is made of solid porcelain bath tubs and similar appliances. Report has it that a number of sanitary workers from Trenton will take positions in the Wheeling district ere long.

WHILE MAKING THE LIMOGES LIST?

WHEN James B. Reynolds, now a member of the Tariff Board, was Assistant Secretary of the Treasury, Senator Root, then Secretary of State, sent for Reynolds to discuss with him matters concerning a trade conference in Paris, which Reynolds had been selected to attend.

"By the way, Mr. Reynolds," said Mr. Root, "you speak French, I assume."

"Oh, yes," Reynolds replied; " I know a little French. I can make the waiters and cabmen understand me."

" Um," said Root; " but, Mr. Reynolds, suppose there should be no waiters and cab-drivers in the conference ?"—*Saturday Evening Post.*

APPRAISERS WANT NEW QUARTERS.

THE Secretary of the Treasury having been asked to make some arrangements by which the local Appraiser of the Port would be given more space for the work of his department, members of the board of the United States General Appraisers, who have their offices and hearing rooms on the ninth floor of the Government warehouse, have offered the suggestion that they be given quarters elsewhere and thus allow the Appraiser to utilize the space occupied by them for his own purpose.

The desire of certain members of the board to move is ascribed to the belief that a warehouse building is not a proper place for a Federal tribunal. They feel that the dignity of the court—and the law recognizes the Board of General Appraisers as a court—ought to be maintained both in fact and in form. Ever since the board was created some of its members have been desirous of having it known as "a court" rather than "a board" and have sought to be designated as "judges" instead of " general appraisers."

The two rooms now occupied for the hearing of classification cases are inadequate, and lawyers and importers are put to much inconvenience by being obliged to stand in the corridors waiting for their cases to be called.

Around the Glass and Lamp Factories.

Pittsburgh and Vicinity.

It has remained for the United States Glass Co. to place a glass lamp on the market that possesses a collar which "won't come off." The new idea is being shown for the first time this week, under patent, upon four new lines of lamps. The feature is absolutely new. The old brass collar with its plaster of paris is done away with, and instead a glass collar is used, the screw being made in the glass. There are eight sizes in the four lines of lamps.

A. J. Smith, of the McKee Glass Co., Jeannette, who has been spending several months in the South, was plunged into deeper business than ever on his arrival home by his appointmnnt as one of the receivers for the New Method Art Glass Co. "I thought I would be able to take it easy for awhile," said he, "but now I see lots of work ahead." The affairs of the New Method Co. will soon be adjusted. Operations will be continued as usual, and the campaign for orders will be as strenuous as ever.

Bert Graezer, who is making a trip for the Duncan-Miller Glass Co. in place of Walter B. Lindsey, is meeting with considerable success. Mr. Lindsey is steadily improving in health, and the few days of sunshine the Pittsburgh district has experienced lately have done him a world of good.

The A. P. McKee Co., a new concern starting in business as manufacturers' agents in Greensburg, Pa., will represent a number of glass lines in the Western Pennsylvania counties.

Daniel C. Ripley, who has been at Atlantic City for a fortnight, has returned to his office. "Feeling fine for a young boy," he said upon his arrival.

Within a few weeks a meeting of glass workers will be held in the Association rooms in this city for the purpose of formulating the changes desired in working conditions to be presented to the manufacturers at the annual wage conference which will be held at Atlantic City during the summer.

"It would be a great help to us," said a manufacturer this week, "if the government were more explicit in its monthly reports of the volume of glassware imported. What is needed is a classification of the items, instead of lumping them together under the term 'all other.' That tells us nothing, whereas a knowledge of just how much cut glass, lamps, shades and lighting goods generally came in would be of value."

Moundsville, W. Va.

The Fostoria Glass Co. will in a few days have three gas producers in operation manufacturing gas for the entire plant. One producer has already been in operation for several months, and now two new ones have been completed and will be put in operation as soon as the boilers are in readiness for firing. The experiment with the one furnace convinced the management that it could manufacture its gas from coal cheaper than the natural gas could be bought.

The Mound City Cut Glass Co. has received a flattering offer from Colorado Springs to move to that place, and another from an Oklahoma town. Greenville, Pa., also has asked the company to locate there.

Streator, Ill.

Superintendent John C. Evans, who had charge of the large plant of the American Bottle Co. here for eighteen years, was recently waylaid at night and so brutally beaten and kicked by unknown assailants that he died about a week afterward. He was forty-three years old and leaves a wife and four children. No

reason for the assault is known, but it is surmised to be the outcome of some old labor dispute from which a secret grudge againt him resulted.

Shadyside, O.

The old factory of Charles Rodefer, who several years ago started the Buckeye Tumbler Co. here, was damaged by a terrific wind storm which swept this section last week. It had been vacated for some time, the operations of the concern being conducted entirely in the new factory.

AT PITTSBURGH.

LOCAL sample rooms have about closed the season on importing lines. As a whole business was very satisfactory, orders being in excess of last year. Hereafter stock goods will be sold. Trade on toys and dolls has been very good.

Bawo & Dotter are showing a number of new pieces in exclusive designs, and they are selling well. The toy business is active, while trade on dolls is far in advance of last year's record. Manager Frank Zoellig is very busy, dividing his time between the office and the outside trade.

The George H. Bowman Co. closed their display at the Colonial Annex, but will reopen here during the midsummer season. Charles Ellis, who was in charge of the china department, opened this week in Eastern territory. The toy and doll exhibit, in charge of E. J Vigneron, A. C. Beymer and Charles F Lawson, was moved to Detroit.

The Quaker City Cut Glass Co. was represented here last week by Fred J. Classen.

Col. W. A. Rnodes was in the district recently with the Knowles, Taylor & Knowles Co. lines, working his way through to the Eastern territory.

Charles C. Cassel was at the Ft. Pitt with the A. H. Heisey & Co. samples.

Showing cut glass samples were H C. Hall, H. S. Clarke, Charles Israel and Mr. Engleman.

The sample room of Kinney & Levan in the Century building did a heavy spring business, Mr. Lang and his six assistants being kept on the jump. Dinnerware sold very well, and the specialty line went far ahead of last season. Business on the new fixture lines is far better fnan anticipated. Domestic glass, pressed and blown, is moving nicely.

CAPACITY, ONE DROP.

WHAT is said to be the smallest glass bottle ever made has just been blown by Robert Gillespie, a glass worker at Millville, N. J. It is not much larger than a kernel of corn, but is in every way perfect, including a ground stopper.

Whitall, Tatum & Co. ought to secure this to place alongside the mammoth bottle holding 160 gallons that attracts attention to their show window on Barclay street, this city.

SPECIAL NOTICES.

The cost of advertisements under this heading is $1 for the first and fifty cents for each following insertion for each half inch of space (30 words). PAYABLE IN ADVANCE.

HELP WANTED.

WANTED—Salesman, to carry "Fit-All Dish Cover" as side line. Two glass samples, seven ounces each. Commission given on all business from your territory. Address JOHN S. BAKER, 227 East 49th St., New York.

FOR SALE.

FOR SALE—A fine lot of wall fixtures and tables (some of them with mirror tops) suitable for display of china or glass. All in excellent condition. Entire lot, or part, for sale at a reasonable price. Address, or call on, PAUL JOSEPH, 55 Park Place, New York.

TO LET.

25 WEST BROADWAY, headquarters of the crockery industry; all large, light offices, especially constructed for the display of china, glassware and crockery. Elevator, steam heat, rents reasonable. CRUIKSHANK Co , 141 Broadway, New York.

66 WEST BROADWAY, corner Murray street, a large and exceptionally good, light salesroom and office; has 1,540 square feet, steam heat, electric light, passenger and freight elevator. Suitable for the crockery and glassware business. Rent very low. CRUIKSHANK Co., 141 Broadway, New York.

NEW FREIGHT SERVICE from East Liverpool, O.

Buyers of pottery should insist shipments—either bulk or packages—be routed over Erie, Youngstown and Ohio River railroad (the new railroad into the pottery centre) from East Liverpool. Traffic arrangements with all steam roads throughout the country, enabling advantageous routing and rating to any point in the United States, Canada or Mexico. For rates, apply to any agent or J. J. CHANDLER, Chief Tariff Bureau, Leetonia, Ohio.

Théodore Haviland

Limoges,

FRANCE.

Theodore Haviland & Co.

NEW YORK

Announce their removal to their new offices and salesrooms in

THE FIFTH AVENUE BUILDING

Fifth Avenue, Broadway and 23d Street

MADISON SQUARE

OFFICES :

301, 302, 303, 304, 306, 308, 310, 312, 314. **316**, 318

IMPORTS AT NEW YORK.

Petaining to China, Crockery, Glass, etc., for week ending April 11, 1911.

ANTWERP

367 packages glassware.....B Gunthel
11 " " .....A Berger & Co
40 " " .....Graham & Zenger
394 " " .....Miscellaneous Orders
246 " chinaware.....Theodore Haviland & Co
44 " " .....Vogt & Dose
6 " " .....Miscellaneous Orders
38 " earthenware.....L Straus & Sons
8 " " .....C J Dierckx
10 " " .....Koscherak Bros
40 " " .....O Goetz
2 " " .....Bawo & Dotter
23 " " .....G F Bassett & Co
64 " " .....Geo Borgfeldt & Co
8 " " .....Knauth, Nachod & Kuhne
6 " " .....Miscellaneous Orders
10 " toys.....B Illfelder
2 " " .....C B R uss
2 " " .....Bawo & Dotter
11 " " .....F A O Schwartz
37 " " .....Miscellaneous Orders

BREMEN

2 packages glassware.....L Straus & Sons
47 " " .....Miscellaneous Orders
61 " toys.....Strobel & Wilken Co
31 " chinaware.....

HAMBURG

200 packages glassware.....Fenesterer & Ruhe
7 " " .....Brown Bros
12 " " .....O Goetz
4 " " .....Koscherak Bros
184 " " .....F Euler & Co
154 " " .....O O Friedlander
23 " " .....N Wapler
13 " " .....Lazarus & Rosenfeld
25 " " .....Kmy-Scheerer Co
50 " " .....M Kirschberger
392 " " .....W R Noe & Sons
57 " " .....Eimer & Amend
2 " " .....Knauth, Nachod & Kuhne
6 " " .....Strobel & Wilken Co
358 " " .....Miscellaneous Orders
86 " earthenware.....Geo Borgfeldt & Co
2 " " .....J Palme
23 " " .....L D Bloch & Co
42 " " .....O Goetz
10 " " .....Samstag & Hilder Bros
60 " " .....Bawo & Dotter
11 " " .....L Straus & Sons
9 " " .....Fenesterer & Ruhe
260 " " .....Miscellaneous Orders
47 " chinaware.....Bawo & Dotter
46 " " .....J H Venon
6 " " .....Strobel & Wilken Co
7 " " .....Miscellaneous Orders
1 " toys.....Geo Borgfeldt & Co
1 " " .....A Steinhardt & Bro
8 " " .....Samstag & Hilder Bros
2 " " .....Knauth, Nachod & Kuhne
57 " " .....B Illfelder & Co
664 " " .....F W Woolworth
72 " " .....Strobel & Wilken Co
203 " " .....Miscellaneous Orders

HAVRE

9 packages chinaware.....Bawo & Dotter
39 " " .....H R Churchill
25 " " .....Wm Guerin & Co
22 " " .....J Pouyat Co
12 " " .....Miscellaneous Orders

LIVERPOOL

2 packages earthenware.....The Rowland & Marsellus Co
7 " " .....L Straus & Son
14 " " .....Meakin & Ridgway
18 " " .....H C Edmiston
9 " " .....Miscellaneous Orders

ROTTERDAM

37 packages earthenware.....Geo Borgfeldt & Co
23 " " .....Lazarus & Rosenfeld
21 " " .....L D Bloch & Co
2 " " .....Miscellaneous Orders
15 " toys.....B Illfelder & Co
16 " " .....Miscellaneous Orders

SOUTHAMPTON

5 packages chinaware.....J H Venon
32 " " .....H Creange
16 " " .....A G Moment
30 " " .....L Straus & Sons
12 " " .....C L Dwenger
6 " " .....Blakeman & Henderson
62 " " .....Miscellaneous Orders

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

69 packages earthenware.....Jones, McDuffee & Stratton Co
21 " " .....Mitchell, Woodbury Co
16 " " .....E Butler
8 " " .....Meakin & Ridgway
3 " " .....Richard Briggs & Co
3 " " .....E Boote
2 " " .....Geo Borgfeldt & Co
2 " " .....Miscellaneous Orders

ANTWERP

87 packages earthenware.....Jones, McDuffee & Stratton Co
5 " " .....Bawo & Dotter
8 " " .....L Wolf & Co
14 " " .....American Express Co
1 " " .....Mitchell Woodbury & Co
9 " " .....Miscellaneous Orders

GENOA

18 packages earthenware.....Miscellaneous Orders

NAPLES

19 packages earthenware.....R F Downing & Co
10 " " .....Miscellaneous Orders

MAKE A FRIEND OF THE TRAVELER.

"I CAN look back and think of a great many things whereby the traveling men have been of great benefit to me," said a dealer. "I remember my early experience in business and some of the sterling men who traveled in this territory. When a traveler came in with something new I might say, 'I will put in a lot of that stuff—they will sell like hot cakes.' But he would say, 'Perhaps you had better buy light—a quarter of a dozen until you see how they go.' I always found the traveling man was right. If you pick out your traveling man and give him your confidence and ask his advice, he can be of benefit to you by not selling you the kind of goods you can't sell. They never tried to load me up, and took good care of me. I attribute the little success I have to the advice I have received from the traveling men."

CROCKERY AND GLASS JOURNAL

NEW YORK, APRIL 20, 1911.

THE CONDITION OF BUSINESS.

New York. Again a week of comparative dullness, although there are signs that the worst is over. Following Easter, the period of quietude was natural because many people spent the holiday out of town. Cool weather, too, in the beginning of the week had a depressing influence; but at the time of this writing mail orders had increased, travelers were doing a little better, and there were slight but perceptible indications that the city trade was beginning to wake up. It was not great, but it was encouraging.

The import season is practically over, and yet there are some factories on the other side which will still take orders.

The domestic factories are in a position now to handle an increased business, and would be glad to get it.

Buyers who have not already placed their orders ought not to go on the assumption that they can get all the goods they want when they want them, for in spite of the recent lull the factories are not piling up goods on either side of the water. The same conservatismin buying actuates manufacturing, and very few people who produce goods are going to accumulate to any large extent on the chance of disposing of the stock later. The hand-to mouth policy which has been pursued by buyers for so long, while it has redeeming features, may eventually prove disastrous. Every dealer should have a fair stock from which to draw.

The current talk about dull business conditions is exaggerated. In the crockery and glass trade business for the first quarter of the year was equal to, if not greater than, that of last year. Very many people who are now complaining admit when questioned that their business so far is in excess of 1910. April, of course, has been dull, and a continuance of conditions as at present would reduce the percentage of increase; but we do not believe such conditions will continue. The Government on Monday of this week issued a statement of the general business of the country. Many readers will be astounded to learn that more goods were exported and imported in the month of March than in any month in the history of the country. The United States Steel Corporation at its annual meeting on Monday reported an increase of orders on hand, and the president of that corporation expressed himself as being very well satisfied as to the business done and the prospects for future orders. The railroads are doing a fair business in the matter of freights, and nearly all the large industries all over the country issue optimistic reports.

Now that the spring is well upon us, if a persistent, optimistic push were given by all the dealers in crockery and glass throughout the country there is no question but that a demand could be created. But don't make the mistake of endeavoring to force trade by cutting prices. "That way madness lies." Good displays, variety to select from, judicious advertising, confidence and cheeriness all around—these are the business-builders.

Trenton. A slight improvement was noticed in business during the past week, and optimistic manufacturers are looking forward to increased sales during the remainder of the month.

The retail Easter trade was considerably above the average. Novelties had an exceptionally large sale, while business on dinner ware was very good.

Pittsburgh and Vicinity. Glass manufacturers in this territory report business as only fair, with staples selling the best. What special new business is coming in appears to be for department store openings, although the hardware trade has started to buy lamps. There is more or less apathy in the bar goods lines due to the various license courts being in session and the users of these goods desiring to hold off ordering new lines until they know where they stand.

East Liverpool and Vicinity. More or less apathy ruled the Western pottery district during the past week, although those manufacturers who are making a feature of specialties say they are doing an excellent business. Dinnerware has not yet come into its own, but indications are that as soon as the weather opens the sales of these lines will be greatly increased.

AFFAIRS OF DUFFNER & KIMBERLY CO.

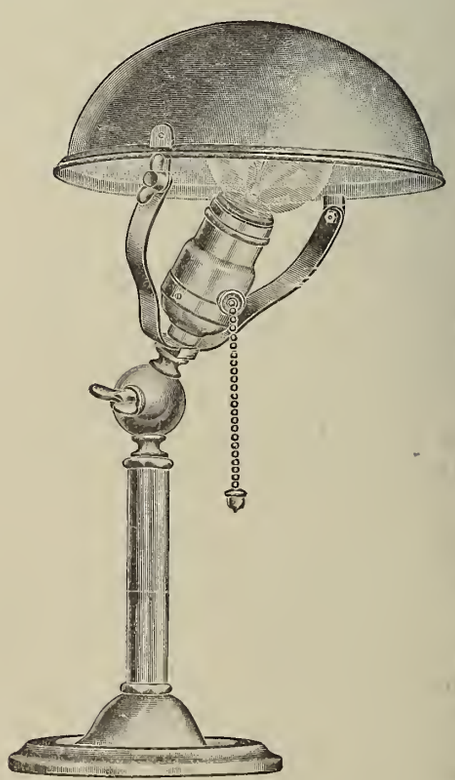
A PETITION in bankruptcy has been filed against the Duffner & Kimberly Co, manufacturers of lighting fixtures, lamp shades and stained glass windows, No. 34 Nassau street, salesrooms 11 and 13 West Thirty-second street and factory 317 East Thirty-fourth street. It was alleged that the company is insolvent and admitted in writing inability to pay its debts. Judge Holt appointed Francis H. Griffin receiver, bond $25,000, at the request of creditors, and he was authorized to continue business for fifteen days and to borrow up to $5,000 by receiver's certificate. The liabilities are said to be $128,000, nominal assets $186,000 and actual value over $50,000.

The bankruptcy proceedings were taken with the consent of all the creditors, officers and directors of the company as the best way to accomplish a speedy reorganization. The trouble is attributed to lack of working capital, depressed condition of business and loss by fire a few months ago at the factory, No. 525 West Twenty-sixth street, which caused a partial suspension of business The company now has a stock of goods on hand which on March 1 was valued at $75,000, there are large quantities of goods in process of manufacture and there are orders on hand for $25,000. The weekly payroll is $1,200. The business was started in 1899 and the present company succeeded to it in December, 1905. The capital stock at the start was $200,000, which was increased to $350,000 in 1907. F. J. Duffner is president and Frederic W. Yates secretary and treasurer.

Mr. Duffner is well known in the trade, having been connected at various times with the Manhattan Brass Co., Plume & Atwood Mfg. Co. and the Phoenix Glass Co.

EXAMINER OF CHINA SUSPENDED.

PENDING action by the Secretary of the Treasury, who is now investigating certain fraud charges in the New York customs service, Edward C. Bibo, examiner of china, has been suspended by Appraiser Bird.



ADJUSTABLE PORTABLE, BY THE PLUME & ATWOOD MFG. CO.

The New York Crockery and Glass District.

A CAREFUL count shows that seventeen grandmothers, two maiden aunts and one grandfather shuffled off the mortal coil the morning of the opening game last week. The sudden demise of such a number of close relatives to an equal amount of office boys in the District seems to point to a lack of techniques as employers are now indexing the dead relatives of their junior clerks. A slip of the memory at the season's end when the pennant is in danger may bring serious consequences. The only solution to the problem is to have the boys keep a duplicate list of all deceased relations for ready reference..

The Haviland & Abbot Co. have completed some important changes in their wareroom. The improvement is very noticeable, both as regards the remodeling of the front and the rearrangement of the stock.

Arthur A. Bean, who represents the A. H. Heisey Co. and the Laurel Cut Glass Co., has renewed his lease for the premises 25 West Broadway for the next three years.

The J. Pouyat Co., who have become popular as manufacturers of French china all over the United States and Europe, are now extending their reputation throughout the rest of the world, Recently they have received orders from the Congo, the Fiji Islands, the Soudan, Canton and Hong Kong. They have already an established business in the Philippine Islands and Mexico, from which countries they receive frequent orders.

D. R. Marshall, manager of the local office of the Tarentum Glass Co., has just received a large line of cheap decorated glass lamps. Eight sizes are shown, and three patterns. The samples show up very well.

J. D. Dithridge is showing a new line of cut glass and stemware from the factory of Bryce Bros. The goods have a grouped daisy decoration, with bright stems and flowers, giving the glass a very rich appearance. The line is moderately priced, and deliveries are being made in a very satisfactory manner.

James P. Gordon, who has been representing the Jones, McDuffee & Stratton Co., Boston, and Jesse Dean, of Trenton, has given up his room at 25 West Broadway and is shipping samples back to their respective headquarters. He will resume his road trips and do his business hereafter as he did before he established himself in New York.

Paul Joseph, local agent for the Duncan & Miller Glass Co., received three new specialties from the factory this week—a hatpin holder with a novel overlapping top, a six-inch colonial vase, and a six and a half inch plate. They are especially adapted for silver deposit ornamentation. Some very fine shades in deep acid etchings for use on gas and electric fixtures have also been added to the line on view at the New York showroom.

An impressive line of vases in the "Florida" decoration may be seen at the showrooms of C. Dorflinger & Sons. The glass is tinted and bears fine etched decorations. The assortment should prove a particularly good seller for summer trade.

The C. F. Monroe Co., now on Barclay street, will move to 25 West Broadway, room 23, on May 1.

The flower vase that makes the best showing with a minimum amount of blossoms will have a good call this season, and the local office of the United States Glass Co is showing two new numbers that fit this requirement exactly One of them is tall, decorated. with a sunflower, and has a glass top in openwork lace effect where the stems of the flowers are inserted The other one is a squat shape, with a conventional

decoration, and the same top. These goods are especially adapted to the summer trade.

A number of new hanging fixtures and portables have been received at the Goodwin & Kintz Co.'s local showroom. They are in new treatments, and incorporate some clever ideas that should prove of interest to the buyer.

The Crown Novelty Co., wholesalers of mirror plaques, have taken quarters al 46 West Broadway, and expect to be installed there by May 1.

The recent arrival of a multitude of large bronze statues has caused many of the salesmen at Morimura Bros. to remove their desks in order to make space for them.

George N. Blust, manager of the local office of the Pittsburgh Lamp, Brass and Glass Co., is closing out a line of gas and electric portables, consisting principally of discontinued patterns. The designs are mainly overlaid metal work effects, and the goods are guaranteed to be perfect. There are only about five dozen fixtures in the assortment, so bargain-hunters will have to hustle.

William D. Finke, the cut glass agent, will extend his present display space May 1 by occupying a portion of the showroon now used by Paul Joseph.

A. L. Tuska has taken a store with a loft and basement at 114 East 116th street. His lease on the Murray street property does not expire until May, 1912, and it is possible that he will operate both stores —for a time at least.

Hammond & Benford have added a new celery tray to their line of cut glase, as well as a number of fern dishes in different sizes.

EXASPERATING ALL AROUND.

A SIMILARITY of names caused a lot of trouble at an uptown hotel recently because it dashed to to the ground hopes of a delightful evening for a certain Miss Smith who was on a buying trip here for a house in St. Louis, and spelled vexation, worry and anger for the other Miss Smith and her swain and made them miss the first two acts of one of the most popular shows in New York on Saturday night.

One thing that added to the man's annoyance was the fact that gettting the seats was so difficult, and their cost a matter of speculation, as speculation goes hereabout. But anyhow he got them, and in Beau Brummel array turned up at the hotel a little after 8 o'clock, says the "Sun." Right off the reel he made the mistake that persons from the provinces sometimes perpetrate. He looked over the register and saw on the freshest page the name of Miss Smith inscribed with the number "1017" and thought he had the information he desired. He did not glance at the address given, but in a compelling whisper said to the clerk: "Announce me to Miss Smith in 1017.'

Now, it happened that this Miss Smith was the before-mentioned buyer from St. Louis, and she had arrived only a few minutes before. On the opposite page of the register was the name of another Miss Smith, but the young man was so positive in his instructions that the clerk had no hint of anything wrong, and transmitted the order to the telephone girl.

Back came the answer, "Ask him what he wants."

"Er—what?" stammered the young man "Why, tell her she knows."

The response to this was:

"Miss Smith does not know and asks the gentleman to be explicit."

"Tell her," said the young man, "that I am here waiting to take her to the theatre."

There was an exclamation at the upstairs end of the wire, a moment's hesitation, and then the answer

"Tell the gentleman that if he will wait I shall be down.

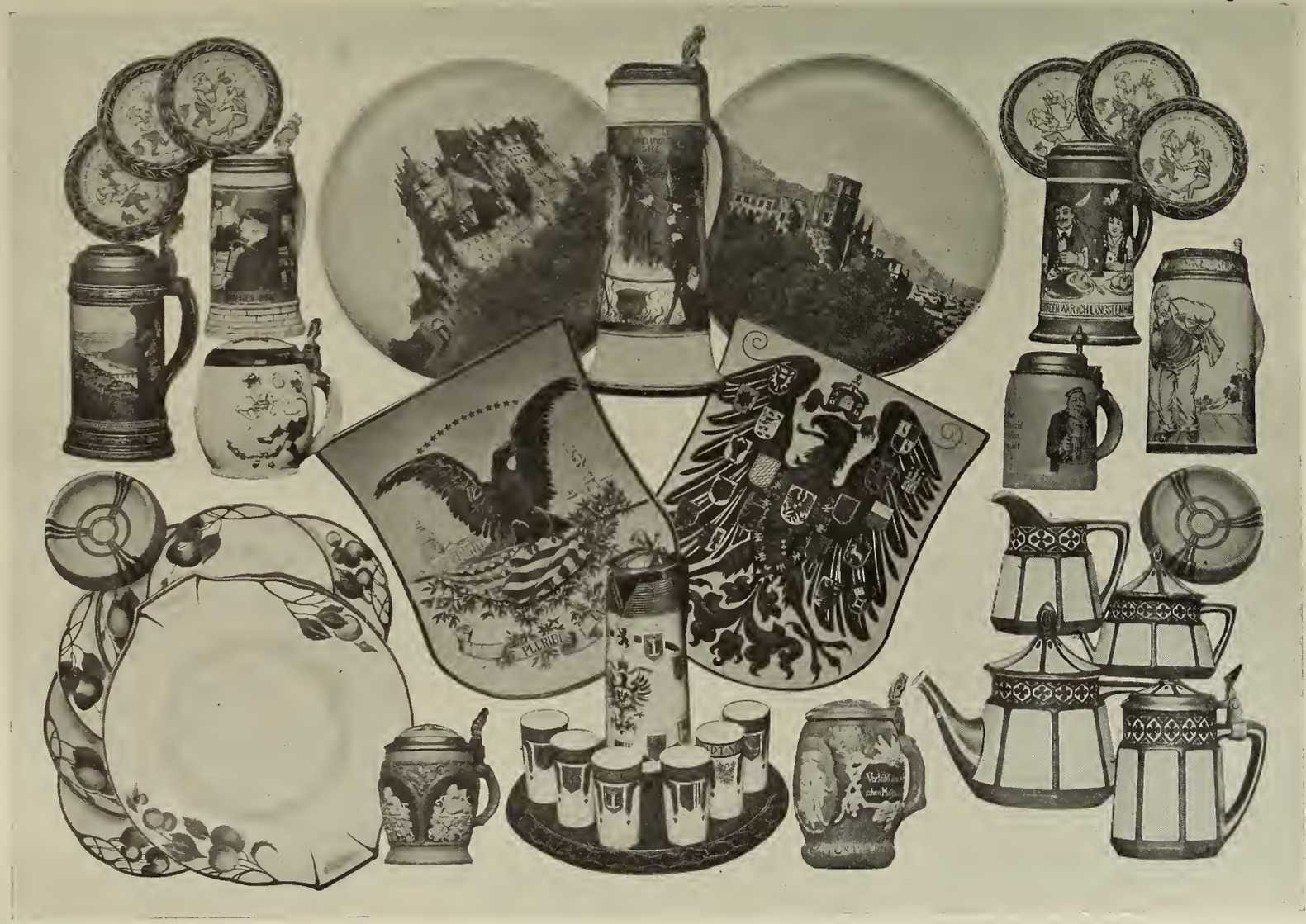
Miss Smith said afterwards that she supposed her arrival in New York had been known to the gentlemanly salesman of some wholesale house who had instructions to make her stay in New York pleasant, as is frequently the case. So she made haste to change her dress and get into a frock appropriate to the occasion.

In a room on another floor another Miss Smith sat with her hat and cloak on glancing at the clock and listening anxiously for a summons to the telephone. Downstairs in the lobby a cap-a-pie evening dressed young man strode up and down glancing alternately at his watch and at the office clock. The hands marked the half hour, then the minute hand swung upward, and as the solitary promenader watched it recorded three quarters. Then gradually it slipped up and "nine" struck, and the elevator door refused to give up a Miss Smith.

But in two or three minutes a young woman rushed out and into the waiting room looking about and back to the desk and—Where was the gentleman that was going to the theatre? He was pointed out, and then there were explanations that really satisfied neither.

The young man rushed over to the desk and started to call the clerk down, but the latter had the drop on him. Then the Miss Smith who was wanted was telephoned to, and as the clock marked 9:15 she and the man made a start for the theatre.

As for the other Miss Smith, who had been put to such trouble, she had to stay at home after all.



Mettlach Ware. at E. R. Thieler's.

AT BOSTON.

WITH the passing of Easter, trade is expected to take a material jump. The past week has been slow, but in the aggregate the business compares very favorably with former years.

There is a vacancy for a good buyer to take charge of the kitchen furnishings and china end of the George B. French Co, Portsmouth, N. H., one of the largest houses in that section of New Hampshire.

The New Bedford Dry Goods Co., New Bedford, Mass., opened with one of the finest china departments in the state, and the future looks very bright for them. The store is owned by the R. A. McWhirr Co., Fall River, and the department is under the charge of Geo. B. Thibadeau.

Paul McPhillips, manager of the S. A. Weller offices, departed last week for a trip through New York state which will take a couple of weeks.

Charles Kaiser and D. Weinstein have left for Philadelphia, where they will open at the Bingham House with Morimura Bros.' samples.

Mrs. O. H. Sleeper, Exeter, N. H., who owns a jewelry store and sells considerable china and glass, was a recent buyer here.

J. S. Dawes has returned from a combined glass and real estate business trip to Maine. Mr. Dawes is interested in some of the summer resorts outside of Portland Harbor.

Here is a statement that will prove a knock out for some of the pessimists: Chase & Francis report that the past three months were the largest in business volume in any similar period in their history, and they have been established nineteen years. Frank J. Chase and "Joe" Pindar both attest this, and it is a pleasure to chronicle the achievement.

M. Franklin and his buyer, of Bar Harbor, Maine, spent considerable time here this week and left a good bunch of orders Mr. Franklin is adding a china and kitchen furnishings department to his store, and they are buying enough stock to make a substantial showing.

Louis Levien, maker of cut glass, New York, was here this week.

The Jordan-Marsh Co. are featuring six tables of handpainted china decorated by a Western concerns Covers on pots and jars are tied on, and James J. Hanning, buyer, says this is not in fear of an earthquake, but of the customers who turn them over when examining them.

Our two Providence, R. I., friends, Frank Dunmore, with the Shepard Co., and James Leary, with J Samuels & Bro. were here replenishing stock this week.

F. Vorenburg has applied for a patent covering a "hygienic salt shaker." The top works on a hinge and has a cover provided with prongs which fit the holes and prevent salt filling them up.

B. O. Twitchell, the new crockery and glass buyer of the R. A. McWhirr Co., Fall River, made his initial visit Monday to the Boston mart in that capacity.

Miss Mae E. Goodwin, cut glass buyer for the R. H. White Co , spent three days in New York last week looking for "specials" for a sale.

Mr. Finnerty, with the T. B. Clark Co., was a recent visitor.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

TO	Shipments week end'g Apr. 1 '11	Corresponding period 1910	Exports Jan. 1 to Apr. 1,'11	Corresponding period 1910
Boston	237	236	2237	2022
New York	176	152	2454	2234
Baltimore	108	95	3024	4233
Philadelphia	58	43	1266	1431
New Orleans	8	7	253	368
Newport News	....	....	26	55
San Francisco	1	....	19	...
Portland (Me.)	6	45	471	873
Galveston	2	....	376	239
Portland (Or.)	....	....	....	....
Inland Points	....	68	605	868
Total	596	646	10731	12323

From the Freight and Shipping Circular of John Edwards & Co. Liverpool.

TO	Shipments week end'g Mar. 25, '11	Corresponding period 1910	Exports Jan 1 to Mar. 25, '11	Corresponding period 1910
New York	188	144	2125	1948
Boston	165	8	1937	1449
Philadelphia	98	45	1147	1250
Baltimore	443	811	2911	4191
San Francisco	....	....	18	....
New Orleans	....	....	194	239
Portland (Me.)	31	127	333	485
Galveston	13	77	374	200
Newport News	...	....	26	55
Portland (Or.)	....	....	....	....
Inland Points	33	56	198	792
Total	971	1268	9263	10609

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

Published Every Thursday

BY

WHITTEMORE & JAQUES, Inc.,

92 West Broadway, New York.

EDITORIAL ROOMS, TEL. 5092 BARCLAY.

MECHANICAL DEPT., TEL. 5086 BARCLAY.

SUBSCRIPTION RATES, INVARIABLY IN ADVANCE:

United States	$2.00
Canada	3.00
All other foreign countries in the postal union	4.50
Single copies	.10

In remitting subscriptions please send Postal Money Order.

Make all checks and drafts payable to Whittemore & Jaques, Inc. Out-of-town checks should bear the words "With New York Exchange"

Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, APRIL 20, 1911.

NOW that Easter and its necessity for feminine finery is over it is greatly to be hoped that as soon as Milady finds herself again solvent she will direct her attention to the china closet. If there is any one time in the year when the dining room table should be made especially attractive it is in summer. The tired business man, perspiring above a wilted collar after a hard day in a stuffy office, is in no mood to eat his dinner from cracked or unmatched china. A neatly-designed service will do much to make the summer meals more enjoyable, and a hint to this effect from dealer to consumer will not be amiss, for as a rule the average housewife takes as much interest in her china as she does in anything, with one exception—her clothes.

GOOD BUSINESS, BUT LITTLE PROFIT.

THE gain in business made by the American potters has undoubtedly affected the sales of certain grades of imported ware. The output of a million dollars' worth more in 1910 than in 1909 must have displaced some foreign goods. Where has this gain come from? Apparently much of it from the department stores, but undoubtedly the wholesalers have contributed their quota. Aside from the fact that the domestic manufacturers are turning out better goods and selling at very low prices, there is another factor that works to their advantage, and that is that buyers have not been obliged to order six months in advance If a dealer ran short, a letter or a telegram to the domestic pottery would result in the shipment of a dinner set, a cask or a crate within a few hours, and a carload could be had in a week. The convenience of this ready supply has resulted in great benefit to the American potter. It is a great pity he has not also been able to get a better profit. When one considers the large capital invested, the work involved and the chances of bad debts, five per cent net is not enough profit on a year's business, allowing that good salaries are drawn before this profit is figured. This percentage is based on actual figures given the writer, and there are those who have not done as well. A few of course have done better, but it is safe to say that the potters as a whole have not averaged more than five per cent profit.

PERSONAL.

THE business ability which resulted in conferring upon Col. John W. Aymar, erstwhile crockery salesman, the title of "Carload Aymar," is to be utilized in the exploitation of Asbury Park, N. J., this summer. He has been made president of the Carnival association, and is already booming that famous resort as it never was boomed before. The colonel invites all his old associates and the trade in general to make him a visit, promising them a good time.

Edward Butler arrived home from Europe last week on the Lusitania. He had for companions Louis A. Carter, buyer for Snellenburg & Co., Philadelphia; Thomas Gill, with Mandel Bros., Chicago; and Frank P. Walsh, with Strawbridge & Clothier, Philadelphia.

George Thiesen, with Bawo & Dotter, sailed for Europe on the "Rotterdam," leaving on the 18th.

B. M. Joseph, with Raphael Weil Co. San Francisco, who came to town last week, sailed for Europe on Wednesday.

Walter Elms, with Arthur Letts, Los Angeles, who arrived in New York from Europe last Friday, left for home Monday night.

D. E. Healy, formerly buyer for Castner, Knott & Co., Nashville, Tenn., is now buying for Lebeck Bros. of the same city, and is placing import and stock orders for a new department. Mr Healy was formerly in business for himself in Hoboken, and because

of his social relations is stopping at Meyer's Hotel in that burg.

Mr. Neal, of the Shurlock-Neal Co., Nashville, Tenn., was in town this week buying china and glass.

J. S. Lauterbach and Walter Fishel, with the Strobel & Wilken Co., departed recently to cover their respective territories.

R. B. Bunting, toy buyer for B. Lowenstein & Bro., Memphis, Tenn., was circulating through the District during the week.

I. P. Hurlbutt, with A. A. Vantine & Co., who has been on the sick list for several months, paid a visit to the showrooms last Thursday. Although still weak, he is beginning to round into shape in good order.

Hugh C. Edmiston is booked to sail for Europe on Saturday of this week, leaving on the Carmania.

Among the visitors last week was R. Gonzalez, buyer for Padin & Honos, San Juan, Porto Rico.

John B. Williamson, of the Willliamson & Jenkins Co., of Vancouver, Canada, arrived in New York the latter part of last week to place import orders, and registered at the Prince George. He will be here for two weeks.

Wm. D. Gilmore has left the Daudt Glass and Crockery Co., Toledo, O., to buy the china, glass, lamps, housefurnishings and toys for the Beggs Co., Columbus, O., taking hold of his new field April 24. These departments are to be greatly enlarged, and it is designed to make them among the best arranged in Ohio.

C. H. Taylor, who has been recuperating in Florida, was called home on a business matter last Saturday, but returned to the land of flowers on Tuesday. He expects to finish his holiday in about two weeks.

J. C. Bagley, Duluth, Minn., spent a few days in New York last week buying china, leaving on Friday night for Atlantic City to enjoy the Easter festivities.

H. Dongalez, who has been in town some time for the purpose of securing representation of several lines in South America, has taken the agency for the fixtures of J. Morgan & Sons. He is expected to leave for the Argentine republic the latter part of this week.

O. L. Sutherland, who is traveling West for George F. Bassett & Co., will be in San Francisco from April 22 to 25, and at Los Angeles from April 29 to May 3. He will stop en route at San Jose and Fresno.

George Morgan, of J. Morgan & Sons, returned Sunday from a short trip to Pittsburgh and vicinity.

Miss Florence Gunthel, daughter of B. Gunthel, was recently given a pleasant surprise at Sea Cliff, L. I., in honor of her engagement to Herbert Underhill. After the reception a large "Jack Horner" pie was served, which proved to contain a veritable shower of linen.

Mr. Newell, with the Strobel & Wilken Co., is serving his country this week on a Brooklyn jury.

Harry Gordon Selfridge, the former Chicago merchant who established a department store in London, was seriously injured on Monday in an automobile accident near Ambleside, in the English lake district. He is reported to be recovering, however.

A. L. Tuska will sail for Europe May 23. From there he will go to India, China and Japan, making a tour of the world, and expects to be gone many months.

W. J. Hague, salesman for Geo. F. Bassett & Co., is expected at headquarters on Saturday.

M. S. Benford, of Hammond & Benford, returned Friday from a three weeks' trip through the Middle West.

John Hawthorne, buyer for John Wanamaker's New York store, came home from Europe on Wednesday.

A. H. Ledden, of Bates & Ledden, departed Monday for a week's trip to Philadelphia, Baltimore and Washington

F. W. Sinclair, who has been traveling through the Middle West for Geo. F. Bassett & Co., is home for the rest of the season.

Ed. Gibson, with Morimura Bros., suffered a severe bereavement last week in the death of his daughter, fifteen years old. It will be remembered

that Mr. Gibson lost his wife only six months ago. He has the deep sympathy of all his friends in the trade.

⚜

Among the buyers in town this week were D. J. Owler, with Callender, McAuslan & Troup, Providence, R. I.; Mr. La Point, with Jordan-Marsh Co., Boston; M. Goettinger, of Titche, Goettinger Co., Dallas, Tex.

IMPORTS AT NEW YORK.

Petaining to China, Crockery, Glass, etc., for week ending April 18, 1911.

ANTWERP

42	packages	glassware	B Gunthel
21	"	"	A Berger & Co
84	"	"	Graham & Zenger
30	"	"	Geo Borgfeldt & Co
1	"	"	Frank & DeKeyser
944	"	"	Miscellaneous Orders
144	"	chinaware	Theodore Haviland & Co
18	"	"	Vogt & Dose
7	"	"	Frank & DeKeyser
4	"	"	Miscellaneous Orders
7	"	earthenware	L Straus & Sons
24	"	"	E R Thieler
39	"	"	C J Dierckx
1	"	"	L D Bloch & Co
5	"	"	Bawo & Dotter
11	"	"	Frank & DeKeyser
24	"	toys	Strobel & Wilken Co

BORDEAUX

20	packages	chinaware	Wm Guerin & Co
19	"	"	J Pouyat Co
408	"	"	Haviland & Co
78	"	"	Herman C Kupper
9	"	"	Bawo & Dotter
4	"	"	Fondeville & Van Iderstine
18	"	"	H R Churchill
89	"	"	Miscellaneous Orders

BREMEN

2	packages	glassware	L Straus & Sons
316	"	"	Miscellaneous Orders
14	"	earthenware	Geo Borgfeldt & Co
2	"	"	F W Woolworth & Co
33	"	"	A Steinhardt & Bro
55	"	"	Karl Hutter
35	"	"	L Straus & Sons
8	"	"	Bawo & Dotter
31	"	"	Knauth, Nachod & Kuhne
38	"	"	Miscellaneous Orders
15	"	chinaware	Strobel & Wilken Co
105	"	toys	Geo Borgfeldt & Co
3	"	"	F A O Schwartz
10	"	"	G W Travers
6	"	"	Samstag & Hilder Bros
31	"	"	Strobel & Wilken Co
110	"	"	Miscellaneous Orders

ROTTERDAM

23	packages	earthenware	Geo Borgfeldt & Co
13	"	"	Bawo & Dotter
46	"	toys	B Illfelder & Co
5	"	"	Miscellaneous Orders

HAMBURG

50	packages	glassware	Fenesterer & Ruhe
16	"	"	Lazarus & Rosenfeld
5	"	"	W R Noe & Sons
79	"	"	Eimer & Amend
45	"	"	J H Venon
8	"	"	L Straus & Sons
5	"	"	Brown Bros
10	"	"	Strobel & Wilken Co
325	"	"	Miscellaneous Orders
7	"	earthenware	Bawo & Dotter
11	"	"	L Straus & Sons
42	"	"	O Goetz
11	"	"	Fenesterer & Ruhe
17	"	"	Koscherak Bros
14	"	"	L D Bloch & Co
7	"	"	B Illfelder & Co
18	"	"	F Bing & Co
3	"	"	Ceramic Importing Co
255	"	"	Miscellaneous Orders
34	"	chinaware	Bawo & Dotter
25	"	"	Strobel & Wilken Co
79	"	toys	B Illfelder
1	"	"	C B R uss
5	"	"	Samstag & Hilder Bros
51	"	"	Strobel & Wilken Co
197	"	"	Miscellaneous Orders

COPENHAGEN

542	packages	earthenware	Geo Borgfeldt & Co

LIVERPOOL

5	packages	earthenware	The Rowland & Marsellus Co
28	"	"	Meakin & Ridgway
6	"	"	Lazarus & Rosenfeld
22	"	"	Bawo & Dotter
11	"	"	G F Bassett & Co
43	"	"	Maddock & Miller
30	"	"	H C Edmiston
84	"	"	F W Woolworth
15	"	"	R Slimmon & Co
6	"	"	E Boote
5	"	"	Ed Butler
6	"	"	L Straus & Sons
2	"	"	W H Plummer
13	"	"	O Goetz
51	"	"	Miscellaneous Orders
3	"	glassware	W H Plummer
3	"	"	Knauth, Nachod & Kuhne
432	"	"	Miscellaneous Orders
32	"	toys	Geo Borgfeldt & Co
9	"	"	Strobel & Wilken Co

SOUTHAMPTON

17	packages	chinaware	J H Venon
57	"	"	Herman C Kupper
49	"	"	Wm Guerin & Co
30	"	"	A G Moment
14	"	"	Bawo & Dotter
3	"	"	H Creange
542	"	"	Haviland & Co
7	"	"	Blakeman & Henderson
14	"	"	L D Bloch & Co
22	"	"	L Straus & Sons
155	"	"	Miscellaneous Orders

TRIESTE

583	packages	glassware	A L Crawford
1	"	"	L Straus & Sons
14	"	"	J Palme
8	"	"	Koscherak Bros
5	"	"	Bawo & Dotter
89	"	"	Miscellaneous Orders
5	"	toys	B Illfelder & Co

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

27	packages	earthenware	Jones, McDuffee & Stratton Co
8	"	"	Mitchell, Woodbury Co
2	"	"	Richard Briggs & Co
8	"	"	A W Chesterton
5	"	"	R F Downing & Co
8	"	"	F W Woolworth
88	"	"	American Express Co
1	"	"	Miscellaneous Orders

HAMBURG

11	packages	earthenware	Jones, McDuffee & Stratton Co
16	"	"	E A Runnells & Co
6	"	"	Patterson, Wylde & Co
1	"	"	W N Proctor & Co
6	"	"	National Despatch Co
77	"	"	F W Woolworth
90	"	"	J B Moors & Co
2	"	"	Bawo & Dotter
114	"	"	Ocean Transit Co
19	"	"	L Wolf & Co
8	"	"	Houghton & Dutton
4	"	"	Stone & Downer Co
8	"	"	F Behrend & Co
25	"	"	Geo Borgfeldt & Co
48	"	"	Miscellaneous Orders

BUSINESS BRIEFS.

The Blum Art Glass Co., Louisville, Ky., will establish a plant for the manufacture of art and ornamental glass for decorative purposes.

* *

S. Sternau & Co., manufacturers of art goods, are about to erect a ten-story reinforced concrete factory on John street, between Gold and Plymouth, Brooklyn.

* *

A. Essmuller and John S. Baker have established themselves under the title of Essmuller & Baker at 152 East Fifty-third street to manufacture the "Fit-All" dish cover.

* *

Our Pittsburgh contemporary, "The Commoner and Glassworker," has changed its title to "The Glassworker," owing to the confusion arising from the fact that other trade journals have names very similar to the eliminated portion.

* *

Elizabeth E. Lynch and Francis J. Lynch, trading as Lynch & Lynch, glassware and crockery, 320 Willis avenue, this city, have filed a petition with liabilities of $2,366 and assets $1,800, consisting of stock $1,500, and fixtures $300. Henry W. Sykes has been appointed receiver.

* *

Gimbel Bros.' sale of the recently acquired Bedell stock drew great crowds, and they disposed of enormous quantities of goods. It is marvelous how a stock can be made to drag out when there is a good demand. The casual visitor acquainted with both stores might imagine there were wares in this sale that he had never seen at Thirty-fourth street and Fifth avenue That is of no consequence, however. The point is that much crockery and glass passed into the hands of consumers.

INGENIOUS; BUT WOULDN'T STAND ANALYSIS.

THAT porcelain crucibles are properly dutiable at 55 per cent was the decision Wednesday of the Board of United States General Appraisers in affirming the assesment of the surveyor of the port of St. Louis and in overruling the protest of C. H. Wyman & Co. of the same city. The importers claimed a 25 per cent duty under the provision for earthenware, basing their contention on the argument that the term earthenware embraced within its meaning all articles composed of earthy or clay substances, and that china and porcelain were embraced within this term. Needless to say, the Board brushed the argument aside.

There is a nice distinction between earthenware and china. Strictly speaking, as they are both composed in part of clay, they are "earthenware" to that extent; but the admixture of other materials changes the matter at once. Flint and spar are not technically earth, although they come from the ground. The quantity of these two ingredients used has much to do with the difference between china and earthenware. If an article is vitrified and translucent it is commonly called china; and yet china may be opaque because of its thickness. On the other hand, semi-porcelain may be vitrified and in a measure translucent, and yet it is not china. Under modern methods of manufacture the line of demarcation between earthenware and china is getting very narrow.

OBITUARY.

FOLLOWING a lingering illness, George E. Pauck, Jr., president of the Lambertville (N. J.) Pottery Co., died at his home in Trenton last Sunday, aged thirty-five. Mr. Pauck was one of the organizers of the Lambertville Pottery Co., and held the presidency of the concern from the time of its inception, about two years ago, until his death.

George H. Bailey, of Bailey Brothers, manufacturers of chandeliers, died Sunday of a complication of diseases at his home, 123 Moffatt street, Brooklyn, aged twenty-eight.

Thompson P. Perine, aged seventy-six, one of the oldest potters In the United States, died at

Baltimore, Md., recently. Since early youth he had been connected with the firm of M. Perine & Sons. He was the oldest Odd Fellow in Baltimore, having joined Wildey Lodge when he was twenty-one. He was a director in two Baltinore banks and several other institutions.

Ludwig Wolff died at his home in Chicago on Friday last after an illness lasting over a period of four months. Mr. Wolff was the president of the Monument Pottery, Trenton, N. J., with which concern he become connected about ten years ago.

A LESSON FOR EVERY RETAIL MERCHANT.

HERE is a copy of a circular letter which Sears, Roebuck & Co. sent out on March 18 to the rural mail carriers recently appointed by the government as a result of the extension of the rural free delivery system. A more forceful example of the "favorable" attitude of the retail mail order houses toward postal employes could not possibly be shown.

The suggestiveness of the letter is what impresses itself at once upon the mind of the reader. What the catalog house says, and what it suggests, are two distinct propositions, but the veil is of such fine mesh that the "purpose" is readily discerned, says the St. Louis "Hardware Reporter." Realizing, of course, that the R. F. D. carriers can do them many favors, and being "greatly interested in their welfare, "S., R. & Co. have phrased their appeal in as artful a way as the law will permit. What they ask the rural mail carriers to do and what they would like to have them do, the most obtuse mind can instantly grasp. With the "good will" of the rural carriers enlisted in their behalf the desired "favors" will follow as the night the day.

It behooves the small merchants, especially those in the country districts, to get busy at once in order to counteract this propaganda which strikes at the very heart of their business:

Dear Sir: Please accept our sincere congratulations on your appointment in the goverment service as rural mail carrier. We feel that this is no small honor, and surely it is quite a privilege to be one of Uncle Sam's trusted employes. We hope that your new duties will prove thoroughly congenial and comfortable, and that, as times goes on, your pay will be increased for the valuable services you will soon be giving to the country.

We are greatly interested in the welfare of the R. F. D. carriers. We are most kindly disposed towards them, as 70 per cent of all the mail we send out and orders we receive is handled by the R. F. D. carriers; by far the greater part of our business is transacted by the carriers.

While we could not think of asking you to do one special thing for us like soliciting orders, distributing catalogs or sending us lists of names, for we know that underthe post office rules anything of this kind is strictly prohibited, yet we are free to say we do want your good will. We want it in the fullest possible measure. We know that as soon as you take up your new duties hardly a day will pass but what, unconsciously, you can do us many favors in answering the questions that will be put to you by the patrons of your route concerning our house and mail order buying in general. Our efforts all the time are as much to teach the people the simplicity, safety and saving of ordering by mail as to circulate catalogs; in fact, the only reason we do not get five times as much business from your route is because of your patrons lacking knowledge of the simplicity, safety and saving of ordering by mail. However, we are constantly creating more and more interest and day by day more and more questions will be asked you, and we are anxious for you to know as much about our business as possible.

We want you to know that any patron on your route who can read and write can safely send us orders; we want you to know that the freight and express charges amount to next to nothing as against the money we save customers; that any goods not found perfectly satisfactory can be returned to us, and the money paid and also the freight or express charges will be immediately returned by us; we want you to know that we guarantee the highest standard of quality of every article we sell; we guarantee more value for the money than any other catalog house or dealer anywhere; we want your patrons to know that they can hand you the money and that you will enclose a money order in any letter they wish to send. We are constantly telling the patrons of your route not to be timid about ordering—we are telling them this all the time, and naturally, from time to time, they will ask you many questions. And for your courtesy in answering these questions we will be deeply grateful.

Now, please do not think we are asking you to solicit orders or in any way represent our house, but we do most earnestly bespeak your kindly consideration in answering the various questions that will be put to you concerning where to get catalogs, where to get goods, how to write an order, how to send money, etc.

Assuring you of our very best wishes, and thanking you in advance in anticipation of your friendship and good will, we are,

Yours very truly,
SEARS, ROEBUCK & Co.

P. S.—We take the liberty of enclosing herewith a booklet describing our plant and our institution, which we are sure you will find very interesting. We also want you to know that our big 1,200-page catalog showing everything at the lowest prices is free, and if you are not already supplied we would be glad to have you write us a letter or a postal and ask for our big catalog and it will be sent to you immediately by mail, free and postpaid.

S., R. & Co

Among the Potteries
East and West

East Liverpool and Vicinity.

The fact was brought to the surface during the past week that when pottery manufacturers buy close-outs from decal manufacturers and then use them on scheme goods, that trade is getting a higher grade of decorations than it generally does. As a result, the scheme goods buyer is being educated to demand a better class of decorations on his goods.

* *

Hugh Nevin, Eastern salesman for the Knowles, Taylor & Knowles Co., who has been seriously ill at the East Liverpool City Hospital for several weeks, is able to be out, and is getting along very nicely.

* *

W. S. Creveling, of New York, was here last Saturday, and called at a number of local officers.

* *

Announcement is made by the Colonial Pottery Co. that Cox & Lafferty have been appointed New York selling agents for its lines, and that a complete display will be made in the New York showrooms. In Denver representation has been established with the Quereau & Schrader Selling Co., who will cover Colorado, Montana, Wyoming and Idaho.

* *

It is now announced that the new pottery to be built in Terre Haute, Ind., by W. H. Glover, of Sebring, O., will have two kilns to start with, and local contractors have been asked to bid upon their construction. A special line of clay products will be made.

* *

J. B. Lessell's art pottery at Parkersburg, W. Va., will also be a two kiln plant. Construction has begun, and the kilns will be fired within a few weeks.

* *

Regarding the expected candidacy of Col. W. C. Watson for the mayoralty of this city, the gallant colonel writes: "I wish to say that this announcement was unauthorized by me, and, while many of our citizens are insisting upon my becoming a candidate, I have declined and will be found as usual at the office of the Knowles, Taylor & Knowles Co."

* *

The first pieces of a new toilet shape soon to be shown the trade by the Cartwright Bros. have come through the glost. The ewer is of a character that will permit of elaborate decorative treatment.

* *

According to a report received by local pottery manufacturers, a former window glass factory at Falls Creek, near Brockwayville, Pa., will be converted into a pottery employing from 150 to 200 operatives. Who is backing the venture is not stated.

* *

The report published throughout the district to the effect that W. S. George, president of the East Palestine Pottery Co., planned a trip to India this summer, is denied by Mr. George, who says that he "does not know how the rumor started," for he does not plan such a journey.

Baltimore, Md.

The Edwin Bennett Pottery Co. is erecting two new decorating kilns and installing additional machinery. General Manager Brunt says that trade is very fair.

Lisbon, O.

D. E. McNicol, of East Liverpool, as receiver of the Blue Ridge Kaolin Co. of Virginia, has filed a suit against the United States Fidelity & Trust Co. in which he seeks to recover damages in the sum of $1,500 for the wrongful detention of property by the defendants. He states that the defendant before the kaolin company went into bankruptcy filed a suit in the court of Henry county, Virginia, for a note for $1,000 secured by a deed on the kaolin company's property. Judgment was rendered for the defendant and plaintiff gave

notice of appeal, but failed to file the appeal bond and retained possession of the property. For this failure the plaintiff in the present action asks judgment.

Trenton.

John T. Seiler, who formerly made his home in this city, and who is well known in the trade because of his position as Eastern manager of the American Sanitary Works, is to be a member of the party which is to make a trip twice across the continent by automobile, with side trips to the Hawaiian Islands, British Columbia and a large part of Eastern Canada. The trip started on Wednesday from New York.

* *

New additions are being built to the kiln shed of the Cook Pottery Co.'s Prospect Hill plant and also to that of the John Maddock & Sons pottery.

AT PITTSBURGH.

RETAIL business in the Pittsburgh district during the past week was good when the sun was bright, but when the clouds were overhead there was practically nothing doing.

S. T. Pletcher, representing S. A. Weller, Zanesville, O., was at the Hotel Anderson showing a number of new pieces of art pottery.

S. A. Pexton was at the Hotel Henry with the white and decorated imported china lines of Burley & Tyrrell, Chicago. This was his first visit to this city. He left here for Wheeling, and from thence went to Buffalo.

Thomas Copperstone, with the lines of the Vodrey Pottery Co., East Liverpool, was at the Ft. Pitt with dinner ware, plaques and cuspidors.

W. W. Lang, of the local branch of Kinney & Levan, has been spending a few days at the Cleveland office.

The J. W. McCoy Pottery Co. was represented here by J. H. Daley. New corn decorated specialties were featured.

Charles Streiff, with the French china of Wm. Guerin & Co , was registered at the Colonial Annex.

Charles T. Woolley, with the Mitchell, Woodbury Co., Boston, was at the Colonial.

S. P. Megahan, with the Pickering store, has been having an excellent run on dinner ware during the past week. Mrs. S. T. Rorer, of journalistic fame, was at this store giving a series of demonstrations, with the result that the women bought liberally of the dinnerware and glass lines.

The ever-popular "Jack" Hines, of Blakeman & Henderson, New York, was at the Colonial with a large exhibit.

Harry Lewis, of the Horne store, made a ten strike when he featured American-made dinnerware and pottery a few days ago. The sale was well advertised, and the part of the store set aside for the display was prettily draped in the national colors.

Greer & Milliken, jobbers and retail dealers in china, glass and domestic pottery, who have been located on Liberty avenue, near Fifth, for many years, will remove to 432 Penn avenue, almost opposite the Lincoln Hotel, in May.

"We have been having a nice business, and country trade has been very good, all things considered," said Frank Zoellig, manager of the Pittsburgh branch of Bawo & Dotter. A feature of the display this week was the line of portables and electroliers.

Stock patterns are being displayed in liberal variety at the local sample rooms of Kinney & Levan. Gas and electric fixtures are moving nicely, while the demand for domestic pottery and glass is better than for months past.

T. A. Neely, of the Boggs & Buhl store, said: "When the weather is good we are as busy as bees. When it is bad, trade drops off woefully. It's the same all over the city." However, the department is not idle. Considerable new life is being put into dinner ware, and the sales in this line are excellent.

BE GOOD TO THE DRUMMER.

"TO my way of thinking," says a merchant of experience, "the best asset a buyer can have is the good will of the drummers. They form a very important link between the wholesaler and buyer, and are a traveling encyclopedia. They can benefit you by their observation and experience; they can save you money on your purchases; they can give you the first opportunity of getting the many bargains which they have to offer. Courtesy to the salesmen is not necessary from the entertaining point of view, nor because you ought to be a good fellow; but to gather actual experience it is one of the most important opportunities to take advantage of that I know. Keep your appointments promptly and treat them with consideration and courtesy."

Around the Glass and Lamp Factories.

Pittsburgh and Vicinity.

Reports received by the glass manufacturers from different parts of the country as to the effect of the frost on fruit crops have been studied closely. For many years the glass men have taken the condition of the fruit crops as a trade indicator, and have found it a pretty good thing to base predictions upon. The range of fruit containers is constantly widening. Many preserving houses nowadays use small covered sugars and other such articles for their product.

"It is possible that an advance in jelly tumblers will be recorded ere long," said a glass manufacturer this week. "Prices generally go up on these lines late in the spring, and then in the fall drop off again."

The campain for new members for the Western Glass and Pottery Association which was started a month ago is bearing fruit. Every week sees additions to the list. Cards for salesmen to use on their hotel doors are now being sent out with the inscription: "500—our slogan for 1911. Are you a member?"

Harry Bortz, assistant to John A. Nixon, manager of the Philadelphia office of the United States Glass Co., has resigned, and will be succeeded by J A. Hemple, assistant city salesman for Pittsburgh. J. B. Walker will hereafter assist Mr. Craig in the Pittsburgh territory.

At Wellsburg. W. Va , a few days ago, George Caldwell, formerly a well-known glass salesman, and more lately manager of the Jefferson Glass Co., at Follansbee, was elected Mayor of that town, and he is now being showered with congratulatory postcards from a large circle of friends scattered throughout the country.

It is believed that no change will be made in the child labor laws of the State during the present session of the Legislature. As noted in a previous issue, a number of local manufacturers appeared before the committee to combat the proposed changes, and it now appears to good effect.

A new one piece Jumbo sewing lamp was shown by the United States Glass Co. for the first time this week. The item is made at the Gas City, Ind., factory

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Another new line of shades is being shown in the Pittsburgh office of the Consolidated Lamp and Glass Co., Coraopolis, Pa. The decorations are of the usua high standard maintained by this concern.

William Nichols, well known in the glass trade, and a resident of Wellsburg, W. Va., has become identified with the Columbia Tile Co., W. Va., which recently started business in the former plant of the Empress Glass Co.

New Martinsville, W. Va.

H. A. Robb is working through Eastern territory in the interest of the American Gold Co. George J. Garrett is covering the South and Southwest and will be out ten weeks. W. A. Curry, who represents the concern in Los Angeles, has been summoned to Denver on account of illness in his family.

McKeesport, Pa.

J. K. Skelley, for many years head of the Skelley Co. of McKeesport and Monessen, has sold his interest in the company, and will locate in Los Angeles, Cal , where he will go into business.

Carlisle, Pa.

The Laurel Cut Glass Co., Jermyn, Pa., have bought the equipment of the Smethport Glass Co., Smethport, Pa., and have moved it to this place, where they have started a new plant with 100 frames.

AT CHICAGO.

EASTER weather fully justified the profuse array of new offerings provided for this festival by the crockery and glass trade, which usually reaps quite a neat little harvest at this season. All of the department stores showed large and varied displays of glass and porcelain vases of the most delicate and artistic models, as well as many new designs in church and chamber candlesticks, which met with a sale that justified the anticipations of the manufacturers and made very beautiful displays on the merchants' display tables. Business is said to have been uniformly good for these wares under the influence of fine weather.

Sales Manager Guernsey of the Marshall Field Co. made quite a strong bid for the large church trade of this district by his unusually large offering and variety of church goods for the Easter season, which always appeals particularly to the very considerable foreign element of the adjacent Northwestern States coming from Catholic countries.

F. R. Shotliff is well known to the crockery trade of this city as a large buyer of hotel tableware, and has been met at the Morrison with the glad hand since he came in from Gibson City this week.

Ben Levy was at the Palmer House last week representing Leo Schlesinger & Co., New York.

Frederick Schiessler has been at the Palmer House for a week showing the new lines of the Pioneer Cut Glass Co., Carbondale, Pa.

E. R. Suett came in from Michigan for his usual spring purchases of new tableware for his hotel at Muskegon. He is stopping at the Sherman.

Following a strike of the Electric Light and Gas Fixture Hangers' Union in the spring of 1906, a scale of wages was adjusted for five years at $4.50 a day, which period expired last week; and as the spring is the heavy rush season for this line of work and all of the household supply houses are literally clogged up with orders, the union decided the time propitious for another strike and an increase of wages. This is a small union of only 160 men, and therefore all the work of that kind in the city was tied up for about two hours last week while the men were declaring a strike, offering terms of settlement, and signing up a new scale for a period of five years at $6 a day. This little argument happened in the morning, and before noon over half the men were back at work as if nothing had happened, and the sales of fixtures were humming again. Time could not be lost in dispute at such a busy season, and the employers simply had to take the best terms they could get, as above stated. The unfortunate ultimate consumer will of course "pay the freight."

H. Burkhardt, of Atlanta, Ga., is staying at the La Salle while buying new outfittings for his hotel dining rooms.

E. O. Whitford, of Washington, D. C., is registered at the Sherman while making his regular spring purchases of hotel furnishings. Stopping at the same house on the same sort of an errand is also G. G. Lippincott of Marion, Ind., and they have both been welcomed in the crockery district very cordially.

PROPERTY AND ASSETS TO BE SOLD.

AN order was made in Common Pleas Court No. 2 at Pittsburgh on Wednesday of last week authorizing the sale of the property and assets of the New Method Art Glass Co. at private sale or auction by the receivers, the Commonwealth Trust Co. and A. J. Smith.

SPECIAL NOTICES.

The cost of advertisements under this heading is $1 for the first and fifty cents for each following insertion for each half inch of space (30 words). PAYABLE IN ADVANCE.

HELP WANTED.

WANTED—A few live traveling salesmen in good standing with the trade, especially in Central Western and Southern States. High-class gas and electric portables, fixtures, etc. Exclusive territory and generous commission to right parties. THE SALO MANUFACTURING CO., Binghamton, N. Y.

BUSINESS OPPORTUNITIES.

WANTED—Reliable house to represent us in the Middle West and South, to handle our own special lines: either china, vases, baskets, antimony or toys. Correspondence solicited. Address Box 756, this office.

TO LET.

25 WEST BROADWAY, headquarters of the crockery industry; all large, light offices, especially constructed for the display of china, glassware and crockery. Elevator, steam heat, rents reasonable. CRUIKSHANK CO , 141 Broadway, New York.

66 WEST BROADWAY, corner Murray street, a large and exceptionally good, light salesroom and office; has 1,540 square feet, steam heat, electric light, passenger and freight elevator. Suitable for the crockery and glassware business. Rent very low. CRUIKSHANK CO., 141 Broadway, New York.

NEW FREIGHT SERVICE from East Liverpool, O.

Buyers of pottery should insist shipments—either bulk or packages—be routed over Erie, Youngstown and Ohio River railroad (the new railroad into the pottery centre) from East Liverpool. Traffic arrangements with all steam roads throughout the country, enabling advantageous routing and rating to any point in the United States, Canada or Mexico. For rates, apply to any agent or J. J. CHANDLER, Chief Tariff Bureau, Leetonia, Ohio.

Théodore Haviland

Limoges.

FRANCE.

Theodore Haviland & Co.

NEW YORK

Announce their removal to their new offices and salesrooms in

THE FIFTH AVENUE BUILDING

Fifth Avenue, Broadway and 23d Street

MADISON SQUARE

OFFICES :

301, 302, 303, 304, 306, 308, 310, 312, 314. **316**, 318

AMERICAN CHINA CLAYS.

IN view of the growing sentiment in favor of the use of American clays, the following statement by George C. Crossley, of the George C. Crossley Co , miners and importers, Trenton, N. J., is timely and interesting:

"In about a month we will open a large clay tract in the Blue Ridge mountains, in Pennsylvania. The clay is of a superior quality and not too far from transportation facilities to make it profitable. Last year, between 7,000 and 8,000 tons of fine clay, of a cream color, was mined in Ocean county, where 500 acres of good clay beds are in course of development. There is a layer of about three feet of sand above the clay, and the dividing line between the sand and the clay is remarkably distinct. This clay is largely used in the manufacture of architectural terra cotta, and also in the making of card-board, in which it is used as a filler. This is of recent development, but the clay beds in other parts of New Jersey have been long known and extensively worked. Every year new deposits of high-grade clay are found in the United States, and I believe that these home deposits will eventually take the place of the imported supply.

"We have excellent clay pits in Georgia, but they are so far from any railroads that the cost of the long hauls, by means of oxen and mules, is a drawback. In Florida we are not so much handicapped, as the pits are not more than five miles from railroad facilities. The United States is so large and the railroads so far apart that in many cases the cost of transportation is as great as the tariff duties on the imported clays. When the railroads are extended to the clay pits the future of American clay will be more apparent to all."

In regard to English clays, which have been considerably preferred by pottery manufacturers in the United States, many of whom are Englishmen, Mr. Crossley observed: "When a man gets accustomed to a certain kind of clay, of course he is apt to be slow to make any change. He knows what the clay is and what he can do with it. It should be admitted in favor of English pottery clay that the grit is more carefully removed from it than from American clay, as a rule, before shipment. Great quantities are allowed to slide slowly down the hillsides and thus to become well sifted and mellowed. It matters not to the English clay miner if weeks or months are consumed in this process. Americans are generally in more of a hurry. In time, I believe that American clay will be so improved, by better handling, that the disadvantages will be largely and perhaps entirely overcome. Although many manufacturers feel that no American clay has yet been found to equal English china clay and ball clay, the new discoveries of clay deposits in this vast country bid us hope for almost unlimited possibilities."

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CROCKERY AND GLASS JOURNAL

NEW YORK, APRIL 27, 1911.

THE CONDITION OF BUSINESS.

New York. A little spurt of business last week encouraged the trade, even if it did not increase in volume. Mail orders and returns from men on the road helped to round out a fair week, considering the general condition of business. The stock houses found a little trade; but even here the orders, while numerous, were comparatively small The domestic factories both in crockery and glass also had a little more business, and it is conceded on all sides that if the weather had been more favorable a larger volume would have been done.

In the retail trade there was more activity than for several weeks. At a special sale held by a big uptown department store, the amount of goods disposed of was considerably more than anybody had anticipated.

It is a question whether the special sales held by the various department stores all over the city are not a detriment to the crockery trade. It has become such a custom to have marked-down sales at regular intervals that women buyers have learned to postpone their purchases until such time as these sales are held. A housekeeper who watches the advertisements and has ready cash or credit can furnish her home from top to bottom at prices which bring little profit to the seller. All large department stores are involved in this way of doing business, and it may be that in the practice may lie one of the reasons why so few of them make money in the crockery department. If the selling were confined to slow-moving stock there would be no complaint. But the goods which go on the bargain counter only too frequently include staples and popular wares. So far is this carried that extra supplies of really salable goods are ordered to swell the stock. Just now perhaps retailers are justified in forcing sales. But in the main the practice is wrong, and should be discontinued. When people are in the buying mood there is no necessity for cutting prices.

Trade conditions all over the country are not as good as they should be at this time of the year—due no doubt to the backward spring. The long-continued cold weather has had one advantage, however—that of retarding vegetation, and thereby eliminating much of the danger of late frosts. It is more than likely when this area of low barometer has passed away there will be a sudden advent of warmth, for nature equalizes itself, and it is probable that fruits and flowers will be in their usual state at the usual time.

If one could peep into the average household it would undoubtedly be discovered that the pantry needs replenishing fully as much as do the warerooms of the retail merchants. People can get along for a

while with small supplies of china and glass, but the time will surely come when cracked plates, cups without handles and coverless cover dishes will have to be replaced.

Trenton. While it is true that local manufacturers are not complaining about business, nearly every plant in the city could handle considerable more business without being forced to work overtime. The orders being placed are decidely conservative. The general outlook, however, is good, and the amount of business done in April makes a favorable comparison with the corresponding month last year.

East Liverpool and Vicinity. Some pottery manufacturers report a falling off in orders for decorated goods, but that the demand for white ware continues almost as brisk as ever. Several of the exclusive dinnerware plants are operating on good time, and report the demand about up to normal. Specialty manufacturers are busy and shipping about all they can produce.

Pittsburgh and Vicinity. Orders with glass manufacturers are of a spasmodic character, and there is more hand to-mouth buying experienced just now than for several months. "Sunshine is wanted," say the manufacturers. Some lines, however, are moving rather freely, but as a whole trade is not up to normal.

OBITUARY.

AS the result of Bright's disease, from which he suffered for a long time, E. Stanton Wells, a well-known potter, died at his home in Trenton, N. J., last Sunday, aged forty one. The deceased was a decorator of exceptional ability. He is survived by a widow.

Miss Emma Leichner, who for a great many years was connected with the china and art department of Foster, Stevens & Co., and later with the Leonard & Hobart Co., Grand Rapids, Mich., died April 22. She was well known in the trade, and the sad news will come as a blow to her many friends.

Jonathan S. Bishop, a retired crockery merchant of New London, Conn., died at the home of his daughter, Brooklyn, on Saturday, aged sixty-eight.

MONTHLY SUMMARY OF IMPORTS.

THE imports of earthenware, stone and china ware for the month of February, 1911, compared with the same month in the preceding year, were as follows:

	1910	1911
Great Britain	$165,340	$164,905
Austria	35,650	51,608
France	72,806	100,065
Germany	188,548	279,495
Japan	63,363	66,028
Other Countries	17,107	26,747
Other Europe		
Total	$542,809	$688,848

FOR EIGHT MONTHS ENDING FEBRUARY.

	1909	1910	1911
Great Britain	$1,497 885	$1,768,657	$1,739,594
Austria	658 392	605,960	519,216
France	1,030,967	1,174,667	1,202,008
Germany	2,508,530	2,817,380	3,340,801
Japan	781,595	894,274	895,724
Other Countries	160,190	235,928	271,106
Other Europe			
Total	$6,577,559	$7,496,866	$7,968 449

TOYS

	1910	1911
Germany	$207,173	$254,396
Other Countries	44,282	49,263
Total	$251 455	$303,659

FOR EIGHT MONTHS ENDING FEBRUARY.

	1909	1910	1911
Germany	$3,3 9,936	$4,596,600	$5,538,527
OtherCountries	325,477	476,852	604,191
Total	$3,665,463	$5,073,452	$6,142 718

GLASSWARE.

FEBRUARY		FOR EIGHT MONTHS ENDING FEBRUARY		
1910	1911	1909	1910	1911
$277 564	$162,846	$1,807,529	$2 496,727	$1,687,349

ARTICLES OF METAL ENAMELED OR GLAZED WITH VITREOUS GLASSES.

FEBRUARY		FOR EIGHT MONTHS ENDING FEBRUARY		
1910	1911	1909	1910	1911
$74,806	$56,348	$420,722	$531,718	$191,302

The New York Crockery and Glass District.

THE building inspectors are liable in a very short time to put the crockery men to considerable expense. A delegation visited the District last week and were very indignant over the conditions existing in certain sections. In the rear of some of the buildings a space of only twenty feet is left for air and fire escapes. The inspectors say that if tenants of these buildings sought refuge in these back openings they would only find themselves imprisoned in a veritable fire trap. It is probable that many buildings in the principal streets where crockery is sold will be compelled to put on outside escapes.

H. R. Churchill, who carries the lines of L. Bernardaud & Co., Limoges, France, still holds to his offer of sending a plate of any one of the eighteen open stock dinnerware patterns upon request. A postal card will also bring a booklet showing illustrations of the other seventeen. The goods are carried in stock, and can be shipped at once. The lines of samples for import are still intact, and if orders are placed immediately there is yet time to get wares from Europe.

John Nixon, representing the Fostoria Glass Co in this city, has received a dozen new shapes in colored glass vases that will sell on sight. The colorings are excellent, and there is so much variety in ornamentation that buyers have a good selection from which to make their choice. These vases, as usual with everything that the Fostoria makes, are right. No one ever questions the quality of their glass.

John Morgan & Sons have in preparation a handsome catalogue which will contain many beautiful four-color and half-tone illustrations of the latest things in lighting glassware and fixtures. It should be in the hands of every dealer carrying such goods.

When a manufacturer of china has built up a reputation for quality the trade-mark of the ware is its best advertisement. Customers ask for the ware by name, and when satisfaction is given become regular patrons. The J. Pouyat Co. is doing considerable missionary work in this line, and the dealer gets immediate advantage of the advertising campaign now being waged in the national publications.

The United Cut Glass Co., represented by M. Herbert, has leased the westerly half of the premises 26 Murray street, corner of Church, from the Geo. H. Bowman Co., and will move in on the first day of May.

Henry Endemann, formerly of Endemann & Churchill, will move to 32 Park place May 1, where he will show full lines of the well-known bar and table glassware from Reich & Co., Vienna, and will augment his samples with three new lines of needle-etched patterns at popular prices.

The Guernsey Earthenware Co. has just issued a new catalog and a net price list. The former is gotten up in very fine style, and is brimfull of handsome cuts of the latest styles in Guernsey earthenware, in natural colors. The price list is made up in a handy size, with an arrangement of figures that makes instant reference easy.

A hungry horse caused much amusement in Warren street recently. The animal was hitched to a post, directly in front of which was a pile of new brooms, just delivered. Whether the spring breeze wafting the odor of dried grass to the nostrils of the horse was responsible, or whether he was just hungry, cannot be said. At any rate, he began to nibble one of the brooms, and being unmolested settled down to make a meal of the remainder. A crowd collected, and watched the devastation with smiles. By the time the broom man appeared on the scene almost every broom in the pile showed scallops of various sizes. The feminine element in the crowd tactfully

withdrew when he started in to comment on the situation.

All the latest creations in Emerald Deldare ware from the Buffalo Pottery are now on display at the showrooms of Bates & Ledden. The purity of the color and its skillful employment in the many designs have made many friends for the pottery. The ware is especially adapted for summer use in cafes, restaurants, gardens, etc. Descriptive booklet will be mailed to those interested.

A. P. Doctor, local agent for the Central Glass Works, is very well satisfied by the manner in which the concern's Scotch Thistle etched pattern has been moving. This design has proved to be a particularly good one, and is well liked by the city trade. It is on display in a very complete assortment of glassware at the New York headquarters.

AT CHICAGO.

FURTHER spreading its already long chain of lunch rooms, the H. H. Kohlsaat Co. has leased the basement of the Chicago Stock Exchange in La Salle street and will open as soon as the fittings can be put in a fine grill lunch room for which distinctive novelties in silver and crockery patterns will be sought in rather large quantities, and the venture opens an opportunity for orders in all of the usual table and decorative lines.

H. W. Seller & Co. will extend their housefurnishings business to about double the present capacity this year, and for that purpose the firm has lately bought property at Halstead and Hooker streets, 175 x 175, on which they will start operations at once.

Harry S. Clarke, representing the china importing house of Robert Slimmon & Co., New York, has been showing his lines at the Palmer House for a week, and reports very satisfactory business for this season.

With a capitalization of $2,500 Elmer E. Munns, Fred Lowenthal and M. Franey will organize here the Central Home Supply House for the purpose of dealing in housefurnishings.

Walter M. Manes came to town early in the week and is greeting the trade at the Palmer House with a large display of the lines carried by Leo Schlessinger & Co., New York.

All of the buyers in the crockery district gave the glad hand to the keen and suave young Japanese representing the Tajimi Company of New York, who has been stopping at the Palmer House while visiting the trade and showing to buyers his line of Japanese china and pottery ornaments.

After organizing the Seidel Mercantile Co. at East St. Louis, with $2,000 capital, Dave Seidel, D. Langman and Mary Fischel will install a crockery and glass department in their housefurnishing business.

Earl W. Newton has opened fine salesrooms in the Kesner Building as Western sales manager for the Economy Tumbler Co., Morgantown, W. Va.

IN TOWN.

Abbreviations—c, crockery; g, glass: hf, housefurnishings; , lamps; t, toys; s, silverware.

THE following buyers have reported in town since our last issue:

F Scheyer, with M Scheyer & Bros, t, San Francisco. King Edward.

G E Sweitzer, with Ferguson-McKinney D G Co, hf, St Louis. 350 B'way.

J Barker, with R H White Co, hf, Boston. 41 Uuion square.

W H Troupe, with Clarke Bros, hf, Scranton. Hoffman House.

W H Anderson, with Hunter-Tuppen Co, hf, Syracuse. 221 Fourth avenue

T A Brock, with Kennedy-MacInnes Co, hf, Pittsfield, Mass. Hotel Victoria.

L M Brosseau, with E Malley Co, hf, New Haven. 320 Church.

S G Hardwood, with Marshall Field & Co, t, Chicago. 104 Worth.

A S Hunter, with A S & T Hunter, t, Utica. 221 Fourth avenue.

Miss A Altmeier, with Morehouse Martens Co, c, g, Columbus, O. 315 Fourth avenue.

A B Vance, Jacksonville, Fla.

NEW CO-OPERATIVE ENTERPRISE IN OHIO.

REFERRING to the recently-organized Farmers' Supply and Selling Co. at Ravenna, O., a local merchant says: "I do not think it will do any lasting harm to the trade of Ravenna merchants. I think the harm will be done to the big order houses, which are waxing fat on the trade of their country customers. Instead of ordering from these concerns, farmers will purchase through the co-operative store in Ravenna. This will more than ever educate the Portage county farmer into the habit of coming to Ravenna, and it will be passing strange if other merchants do not get a slice of the increased trade. I believe in the end it will prove a benefit rather than a detriment to the Ravenna merchant, and that the best thing to do is

to encourage it. Certainly nothing will be gained by opposing it, as it is certain to be tried out most thoroughly."

The eyes of every farmer in Portage county are on Ravenna, and the sole topic of talk out in the country is "the store," by means of which the farmer expects to save substantial sums in the purchase of his equipment and by the aid of which the farmers' wives hope to save many a dime and dollar in furnishing their parlors and pantries.

CULTIVATING COURTESY.

A SALESMAN should above all things be courteous. Start in with a determination to do and say the kindest and most tactful things in the kindest and most tactful way to every one you meet, from the smallest child in the street to the most influential of mankind. This does not mean to be a hypocrite or a freak, but it does mean to cultivate your love, nature and sympathies until you can "love your neighbor as yourself," and treat every man as you would like to be treated.

When you cultivate a habit of this kind it shines out in your personality so strong that it cannot be mistaken for sham or hypocrisy. Man is not meant to live alone. He comes in daily contact with his fellows, and the more necessary he is to them the greater is his success in life. This is the only foundation on which to build success; and he who does not build success builds failure.

MARKET FOR GLASSWARE IN NOVA SCOTIA.

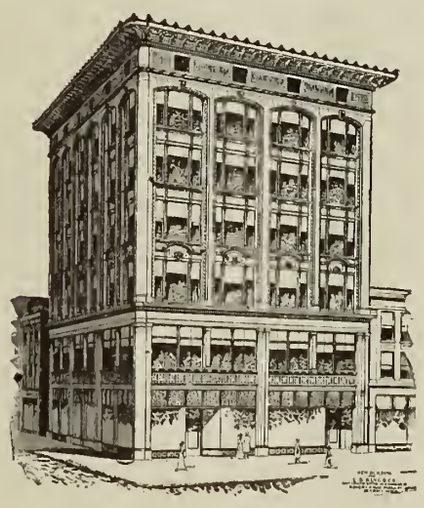
WRITING from Halifax, Vice Consul Albert G. Elbert states that American manufacturers of glassware have a decided advantage in extending their trade in that part of the Dominion, in that there is very little local competition. There is only one company in Canada (at Montreal) engaged in the production of these goods. American manufacturers are able to land their products cheaper than the Canadian company, even after paying freight and duty. There are a few manufacturers in the United States who already ship their goods there. It would appear, however, that the advertising done by the latter only reaches the city people, while the country buyers, who are the heaviest purchasers of these lines, depend for their knowledge of and familiarity with American glassware on the traveling salesmen

Rainbow and iridescent glassware do not find a ready market in the Province; but what is wanted is the plain and undecorated ware. There is a demand existing for common tumblers, butter dishes, tea sets pitchers, jelly tumblers, bouquet holders, etc.

He further states that a traveling salesman who has been handling lines of ware of this character, and is well acquainted with dealers in the Province, is, desirous of taking on additional lines, and correspondence to this end is invited from American manufacturers. Firms communicating with him should send their illustrated catalogues. The address of the salesman in question may be obtained from the Bureau of Manufactures at Washington.

L. B. KING & CO.'S NEW STORE.

THE accompanying illustration gives a good idea of the new store of L. B. King & Co., pioneer china and glass merchants of Detroit, Mich. It is located at the corner of East Grand River avenue and Farrar street, in the heart of the shopping district The premises are subdivided in the following manner: The basement is devoted to white china for decorating and artists' materials; the first floor to fancy goods, cut glass, brass novelties, etc.; the second to dinner-



ware, bathroom fixtures and nickel goods; the third to hotel and bar china, glassware and supplies, and the fourth, fifth and sixth floors for stock purposes.

Sixty-two years ago R. W. King started in the wholesale and retail china and crockery business at the corner of Jefferson avenue and Wayne street. After twenty nine years of steady growth, in September, 1878, Mr. King took his son, the present L. B. King, into the business and moved to Woodward avenue, where a new store had been erected for them. The firm name was then changed to R. W. King & Son, and the store continued under this title until R. W. King retired, when the business was incorporated as L. B. King & Co.

FOUNDED IN 1874

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

Published Every Thursday
BY
WHITTEMORE & JAQUES, Inc.,
92 West Broadway, New York.

EDITORIAL ROOMS, TEL. 5092 BARCLAY.
MECHANICAL DEPT., TEL. 5086 BARCLAY.

SUBSCRIPTION RATES, INVARIABLY IN ADVANCE:

United States	$2.00
Canada	3.00
All other foreign countries in the postal union	4.50
Single copies	.10

In remitting subscriptions please send Postal Money Order.

Make all checks and drafts payable to Whittemore & Jaques, Inc. Out-of-town checks should bear the words "With New York Exchange"

Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, APRIL 27, 1911.

COMMISSIONS ARE EARNED WHEN THE WORK IS DONE.

INQUIRIES frequently come to this office concerning the payment of commissions. The law is explicit in stating that commissions are earned when the work is done, unless different arrangements are made. We have published many legal decisions to that effect, but never as fully as the following, taken from the "Journal of Commerce," whose opinions on such matters are justly held in high esteem. We give the question and answer in full, and recommend a careful perusal, as it seems particularly applicable to the crockery trade.

Query. A large corporation engaged a salesman to sell its goods in and around New York. No sale is to be complete until the house has received the order and accepted it. The salesmen is to be paid entirely by commissions, no salary. To fill an order after it is accepted usually requires two or three months. Please answer these questions arising out of this situation: When is the agent's commission earned and payable. Is it when he takes an order, when the order is accepted, when the goods are shipped, or when the bill is paid? If he gives up his position at any time, or if, without his fault, the corporation decides to put an end to the arrangement, what is the agent's position with reference to sales made on which no shipments have yet gone forward?

Reply.—An owner of goods and his selling agent may make any agreement mutually satisfactory to them, defining the conditions on which the agent's commissions are to be payable and the time at which they are to fall due. If such a contract involves no fraud on either part the courts will enforce it. If there is no express agreement to the contrary the rules with reference to the points raised by cur correspondent are as follows: The commissions are earned the moment the principal accepts an order sent in by the agent. They are due and payable as soon as they are earned; an agent to whom money is due cannot be required to extend credit to his principal for any term, however short, unless he has agreed to do so. The commissions are due and payable though the seller never forwards the goods; they are also due and payable if he does forward the goods and the buyer refuses to accept them. In the first case the seller himself is at fault, and his innocent agent is not to be made to suffer for the principal's own default; in the second case the seller must look to the buyer for his remedy. He has agreed to deal with the buyer, and the agent is not to be deprived of his earnings because another person has refused to abide by his contract. If the agent gives up his agency, not violating any contract obligation in doing so, or if he is discharged without fault on his part, he may claim commissions on all goods sold by him, and sales confirmed by the principal, up to that time. It is of no consequence that the goods are not to be delivered until some time in the future, or that they may be refused, rightfully or wrongfully, when they are tendered. The basis of the agent's claim in all of these cases is simply that he was employed to do a certain thing and has done it. Whenever that is the fact his commissions are earned and are immediately due, if there is no agreement to the contrary. That something may occur in the future, through the fault of the seller or the buyer, or as a result of accident, which will prevent the carrying out of the contract, is a matter with which the agent has no concern. That is part of the risks of the business, and these risks fall upon the principals, not upon their agents or employes.

BIG CROCKERY-GLASSWARE MERGER.

A MERGER is announced of the most important wholesale crockery and glassware manufacturers and distributers in Canada under the name of Cassidys, Limited. Among the concerns included will be John L. Cassidy, Montreal; Gowans, Kent & Co., Toronto; Gowans; Kent, Western, Winnipeg, and Bawo & Dotter, New York. The capital stock is fixed at $5,000,000. All of the common stock, $2,500,000 has been issued. William Prentice has been elected president.

The interests which have formed Cassidys, Ltd., a holding company, obtained control of these concerns about a year ago and have been running them as

separate businesses up to the present amalgamation.

The firm of Bawo & Dotter, 32 Barclay street, was bought by the Wiley Co. in the early part of 1910, but now has become a part of Cassidys, Ltd.

PERSONAL.

WHETHER the Mexican troubles are settled or not, O. L. Sutherland, who is traveling in the West now in the interest of Geo. F. Bassett & Co., will have an opportunity of seeing for himself just what our "regulars" look like when ready for business, as he is booked to arrive in El Paso May 8.

⚜

Chas. L. Dwenger is booked to sail for Europe May 6 on his regular purchasing tour.

⚜

Wm. Schofield, traveling salesman for the French China Co., Sebring, O., was arrested in Petersburg, W. Va,, Saturday night on a charge of lunacy. A commission adjudged him insane and ordered him committed to a hospital. Schofield is suffering with acute mania caused by fancied business and financial troubles.

⚜

A. F. Wylie, New Haven, Conn., is home from his European trip.

⚜

Wm Scammell, of the Maddock Pottery, Trenton, was in Tacoma last Sunday, headed for San Francisco, where he expects to spend next Sunday.

⚜

L. Bernardaud, of Limoges, France, is a passenger on the "New Amsterdam," due to arrive in New York on Monday. His headquarters will be at his store with Mr. Churchill.

⚜

Chr. Clauson Kaas, accompanied by his wife, who is ill, sailed for his home in Denmark on Thursday. He intends to return to New York in about two months.

⚜

Charles Weiss, who has been West with the Wm. Guerin lines, came home on Monday and is smiling all over. The inference is that he did business.

⚜

In a brief notice published last week it was stated that Ed. C. Bibo, an examiner of china, had been suspended pending certain investigations by the Secretary of the Treasury. These investigations have nothing to do with the china trade, but cover the time seven or eight years ago when Mr. Bibo was a weigher. It appears that another man was accused of returning false weights, and being then concerned in the same line of goods the investigation of Mr. Bibo was recommended. He refused to resign when requested, claiming that he was fully able to prove that he had done nothing wrong.

⚜

Harry S. Clarke, who is in the West with lines from Robert Slimmon & Co., is due to arrive in St. Louis April 30, where he will stay until May 3.

⚜

H. G. Woolworth, Syracuse, N. Y., was in the District the early part of the week.

⚜

Fred Swasey, of E. Swasey & Co., Portland, Me., was one of the week's order givers.

⚜

George Hamilton, with Furnivals, Ltd., is arranging to embark on another trip, possibly starting on Sunday night.

⚜

Frank S. Warren, with Maddock & Miller, is sending in some encouraging reports from the West.

⚜

James Stott, of Stott Bros., Philadelphia, paid a visit to J. C. Dithridge, his local agent, this week.

⚜

H. F. Brown, of the Brown Crockery Co., Charleston, S. C., was in the District on a buying trip Wednesday.

⚜

Edward W. Hammond, of Hammond & Benford, left Monday for Philadelphia, Baltimore and Washington.

⚜

Wm. S. Harris, formerly connected with this journal, and who for the last few years has been an examiner in the first division at the Appraiser's Stores, has been transferred to the ninth division, where he will have an opportunity to become acquainted with crude balata, bamboo, briquettes of coal, bullion, roofing and sheathing felt, fertilizers, hay, india rubber, ivory, lumber, logs, oakum, cabinet wood, hides, etc.

⚜

E. L. Bates started for Boston on Friday in the interests of Hammond & Bates.

⚜

"Billy" Ledbetter, star salesman for the Harker Pottery Co., East Liverpool, has had many nice things said of him in the course of his connection with the business, but a letter recently sent by his firm will probably be the most prized. It read in part: "It will doubtless be of interest to you to know that

your commisions for 1909 lead all others in the Pennsylvania crew, and your record is second on our list of individual salesmen."

W. J. Peterson, with J. Morgan & Sons, had a novel experience Wednesday week while motoring through Long Island. While near Elmhurst a fire broke out, and the auto party, headed by "Billy," assisted a local bucket brigade to quench the flames

William B. Kemp has succeeded Miss Giles as china and glass buyer for the George B. French Co., Portsmouth, N H.

R. W. Hyatt, formerly assistant manager of the Woolworth five and ten cent store at Council Bluffs, Ia., has been promoted to the management of the Mankato, Pa., establishment.

Col. Lesen, buyer for the premium department of the Eagle Trading Stamp Co., St. Louis, announces that for the present this department has been discontinued, and the books are being redeemed in cash.

Samuel Kommers, formerly china buyer for Effroymson & Wolff, Indianapolis, has engaged in the hotel supply business in that city.

GLASS FACTORY IN TROUBLE,

THE Millersburg (O) Glass Co is in the hands of receivers. An inventory of the plant shows assets about $130,000 and liabilities of about $80,000. It is said that the receivers have asked permission to issue certificates and continue the business, with every probability of the petition being granted.

ASSOCIATION HAS BUSY MEETING.

THE Board of Directors of the Salesmen's Association, at a meeting held Tuesday afternoon, decided not to pay the death claim of George A. Woods, being legally advised that the Association was in no way liable, as the deceased stood suspended at the time of his death.

A committee, consisting of the president, secretary and treasurer, was appointed to inquire into the matter of investing the surplus funds in bonds that would bring in a greater revenue than that of bank interest.

The following new members were elected: Louis W. Greeman and Arthur E. Soules, with Morimura Bros.; James and Frederick Stott, of Stott Bros., Philadelphia; Louis F. Haber, president American-Asiatic Trading Co., San Francisco; J. B. Williamson, of Williamson & Jenkins, Cordova, Vancouver, B. C,; Casper J. Stumpf, with Bradley & Hubbard; Emil C. Bronnum, with the Royal Copenhagen Porcelain Co., and J.C.Underwood, with Missoula (Mont.) Mercantile Co.

OF IMPORTANCE TO EVERY MANUFACTURER.

THE Sixteenth Annual Convention of the National Association of Manufacturers will be held at the Waldorf-Astoria, this city, May 15, 16 and 17. In issuing the call for the convention President Kirby says:

"There has never a period when the country's industrial interests have been confronted with so many vital problems as in the present year of 1911. It may also be added that never before has organization been so urgently needed and discussion so important to the welfare of the nation's industries. The Sixteenth Annual Convention, therefore, comes at a time when every manufacturer finds himself face to face with conditions strongly affecting the future safe-conduct of his business. The problems which will claim the attention of the coming meeting are many and vital, including labor in its various ramifications, also the great constructive policy interwoven in the prevention of accidents and the equitable solution of the urgent question of industrial relief."

Results of the investigations made in Europe by the Association's special commissioners, Messrs. F. C. Schwedtman and James A. Emery, covering the very timely and important subjects of accident prevention and industrial relief, will be presented in the form of a voluminous report to the convention.

In all probability one entire day and evening will be devoted to the subjects. Addresses will be made by men prominently identified with the problem, and discussions will be held. An important feature connected with accident prevention and industrial insurance will be the displaying of a great number of lantern slides, illustrating not only the experiences of Germany, but also conditions in the United States. The fact that fully one million persons are injured yearly in the industries, and that under our present laws it required an expenditure of more than seventeen million dollars to administer nine million dollars for the benefit of injured employes in 1909, indicates the vital importance of the subject to labor, capital and the general public alike.

A special feature will also be made of banking and currency, and the attitude of our manufacturers toward the plans recently proposed to reform our in-

adequate banking and currency systems will be discussed. Other questions of economic importance, such as immigration, industrial education, a reform of our patent laws and the creation of an independent Tariff Commission of experts will also be considered.

The sessions will be open to the general public, and the Association extends a cordial invitation to all manufacturers to attend, whether members of the Association or not.

SHAKE UP IN APPRAISER'S OFFICE.

LAST Friday there was consternation in the Appraiser's office when two assistant appraisers were asked to send in their resignations, for it was rumored that this action was but the forerunner of a general clearing up throughout the entire force. There are 1,100 employees connected with the Appraiser's Stores, more than 600 of whom are in the office. The rest are under the Collector of the Port of New York. Naturally there is much uneasiness among them, for no one knows where the axe may fall.

AT BOSTON.

THE backward spring has undoubtedly retarded business. At this time last year a large amount of summer cottage and hotel trade had been done, but so far this season there has been little to brag about. Soda glassware is decidedly slow, while the juggling of the "Bar and Bottle" bill is making the bar people extremely cautious about additional purchases. Cut glass is moving finely, due to the pending June rush.

Theodore Jones and John Connelly, of Jones, McDuffee & Stratton Co., have returned from a two months' trip abroad. Their voyage back was the roughest the Campania had ever experienced. They visited England, France, Germany and Austria, and their trip was eminently pleasurable and successful.

Geo. F. Scott, of Clinton, owning a department store, was here this week buying goods in good sized lots.

Harry M. Hollander, who recently formed the H. M. Hollander Co., to operate 5 cents to 25 cents stores, will leave the employ of the Henry Siegel Co. on May first. His first store will be opened the middle of May at Holyoke. The manager of it will be Al. Porcelain, who has been Mr. Hollander's assistant here. Mr. Hollander has closed arrangements for a second store in a nearby city, which will be opened as soon as possible after the first one. These will soon be followed by others in other cities until a chain is secured in the important spots in New England.

Over five hundred persons attended the semi-annual concert and dance of the Houghton & Dutton Mutual Relief Association, held recently, among whom were Alexander McGregor, head of the firm, and Mayor John F. Fitzgerald, of Boston.

Oscar Lowney, the old time crockery and glass man of Brockton, was in the district this week. He made so much money in the business that he retired three years ago, but he can't help visiting the trade occasionally.

D. H. Mahoney has taken the representation of the Crown Cut Glass Co., Honesdale, Pa.

Having concluded a trip around the Pennsylvania trade, Boston will get H. J. Smith, with Cox & Lafferty, New York, for the next ten days. He says he has some new and particularly fine goods to show.

John W. Powers, the "oil king," and J. J. Dunn, on the electric end of the Pittsburgh Lamp, Brass and Glass Co., have returned from a Western Massachusetts trip, and will leave shortly for a tour of Vermont.

Miss Brady is the successor to B. O. Twitchell, former buyer for Vorenberg's. She acted in that capacity prior to his incumbency; so it is sort of "back home" for her.

Mr. Stevens succeeds Mr. Curtis as buyer for the National Food Products Co., this city, dealers in soda fountain supplies.

Some excellent orders were given the trade this week by a representative of the Avery & Woodbury Co., Milford.

Paul M. Phillips, manager of the New England office of S. A. Weller, has returned from a New York State trip.

The new buyer for the Henry Siegel Co. is John Jacklin, who assumes his duties next week. For the past year Mr. Jacklin has been buyer for the Rothschild Co., Chicago, and prior to that was buyer for Hale Bros., San Francisco, who operate a chain of stores along the Pacific coast.

Among the buyers this week were Nicholas & Frost, Fitchburg; E. S. Brown, for E. B. McBeth Co., Fall River, and M. J. Ryan with the Bon Marche Co., Lowell. The "sellers" included E. E. Wilgus, with the Buffalo Pottery; F. O. Shattuck, with Geo. F. Bassett & Co., New York; "Jim" Uniack, with

the Hunt Cut Glass Co., and Oscar Kopel, with Rowland & Marsellus Co , New York.

A. E. Haskell is remodeling his display room, which will give him considerable more space to exhibit the Federal Glass Co.'s lines.

VALUE OF CONSULS TO MANUFACTURERS.

APROPOS of an article appearing in a recent number of the "American Exporter," attention is called to the fact that quite a number of American manufactures and exporters do not know that consuls can be of assistance to them in placing their goods in foreign markets. It is pointed out that one important function of American consuls is to cultivate and maintain such acquaintance and friendly relations with the dealers in their districts as would permit them to introduce an American salesman to any of the local merchants, and insure for that salesman a respectful hearing, which he might not be able to obtain without such introduction.

IMPORTS AT NEW YORK.

Petaining to China, Crockery, Glass, etc., for week ending April 25, 1911.

ANTWERP

2 packages glassware ....B Gunthel
1,851 " " .....Miscellaneous Orders
31 " " .....B Illfelder & Co
7 " " .....Miscellaneous Orders
10 " toys..... .....Strobel & Wilken Co
17 " " ....Miscellaneous Orders

COPENHAGEN

7 packages earthenware. ....Bawo & Dotter
15 " " ....C B Rouss
181 " toys..... ... Geo Borgfeldt & Co

HAVRE

15 packages chinaware.....L Straus & Sons
13 " " ..... J Pouyat Co
87 " " ..... H R Churchill
40 " " .....Miscellaneous Orders
174 " glassware..... ....E Utard
11 " " ... . Stewart & Crocker
148 " " ..... Miscellaneous Orders

LONDON

1 package earthenware..... ....W S Pitcairn
80 " toys... ....Strobel & Wilken Co

TRIESTE

570 packages glassware ....A L Crawford
178 " " ....Miscellaneous Orders

NAPLES

4 packages earthenware..... ....H Creange
3 " " .....Miscellaneous Orders

BREMEN

59 packages glassware.... .... L Straus & Sons
74 " " .... .H Endemann
88 " " ... .Eimer & Amend
15 " " ....Samstag & Hilder Bros
15 " " .....Knauth, Nachod & Kuhne
221 " " ... .Miscellaneous Orders
194 " earthenware . ...Geo Borgfeldt & Co
21 " " .....Knauth, Nachod & Kuhne
63 " " ....Miscellaneous Orders
16 " chinaware ... .Strobel & Wilken Co
74 " toys ....Geo Borgfeldt & Co
164 " " .....F W Woolworth
1 " " .. ..Bawo & Dotter
3 " " ....F A O Schwartz
7 " " ... .G W Travers
18 " " ....Samstag & Hilder Bros
16 " " ....L H Mace & Co
6 " " ....C B R uss
33 " " .. .. Strobel & Wilken Co
178 " " ..... Miscellaneous Orders

GLASGOW

1 package earthenware.....W S Pitcairn

HAMBURG

2 packages toys.... ... .Strobel & Wilken Co

LIVERPOOL

2 packages earthenware.....The Rowland & Marsellus Co
5 " " ....Bawo & Dotter
6 " " ....J Wygand & Co
13 " " ....L Straus & Sons
9 " " ....Maddock & Miller
11 " " . ..... George Hamilton
3 " " .....J Wygand & Co
4 " " .....E Boote
13 " " ....R Slimmon & Co
18 " " .. ..Geo Borgfeldt & Co
2 " " .... Fondeville & Van Iderstine
19 " " . ...Miscellaneous Orders
92 " chinaware..... .....Haviland & Co
1 " " .....J Wygand & Co
17 " " .....Miscellaneous Orders

ROTTERDAM

49 packages earthenware .... Geo Borgfeldt & Co
27 " " ... .Lazarus & Rosenfeld
32 " " ....Bawo & Dotter
4 " " .....Miscellaneous Orders
16 " glassware..... .....Graham & Zenger
12 " " .... Miscellaneous Orders
41 " toys..... . .....B Illfelder
15 " " ....A Steinhardt & Bro
8 " " ..... Miscellaneous Orders

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

47 packages earthenware.....Jones, McDuffee & Stratton Co
74 " " ..... Mitchell, Woodbury Co
81 " " ....American Express Co
22 " " ....Miscellaneous Orders

ANTWERP

9 packages earthenware.....Jones, McDuffee & Stratton Co
97 " " . .....Mitchell Woodbury & Co
22 " " .....L Wolf & Co
24 " " ..... Geo Borgfeldt & Co
15 " " ....Miscellaneous Orders

CHINA AND JAPAN

33 packages earthenware.....Jones, McDuffee & Stratton Co
22 " " ....Miscellaneous Orders

Among the Potteries
East and West

East Liverpool and Vicinity.

A campaign to raise $100,000 to be used in the building of a new Y. M. C. A. in this city started this week. Deeply interested in this are a number of manufacturing potters, prominent among whom are W. Edward Wells, of the Homer Laughlin China Co; Charles R. Boyce, Harker Pottery Co.; Charles C. Ashbaugh, West End Pottery Co; J. W. Irwin, treasurer Edwin M. Knowles China Co.; John C. Cartwright, Cartwright Pottery Co., and George C. Thompson, Thompson Pottery Co President Harry D. Wintringer, of the Steubenville Pottery Co , spoke here Sunday on behalf of the movement.

* *

A new toilet shape will be shown by the Smith-Phillips China Co. in July. The first pieces have come through the kilns and are now in the decorating department. Three new dinner treatments have just been selected by this firm also, and will be shown the trade in July, when the fall lines are presented.

* *

The Youngstown and Ohio River Railroad Co., the new competitive steam road out of the East Liverpool district, is havtng more shipments for the West routed over its line than ever. It is admittedly making faster deliveries to Western and Southern points than any other road here.

* *

The demand for jardinieres is keeping up to normal, and in some instances exceeds that of last year. The approach of the summer season is responsible, of course, the "jar and ped" being always prominent items for porch use.

* *

Monroe Patterson, president of the Wellsville China Co., who has been in Florida for several months, has returned and is now busy at the factory.

* *

Additional decorating shop room has been found necessary at the Taylor, Smith & Taylor plant in Chester.

* *

Among the buyers here during the last few days were Theo. J. P. Mans, of Salt Lake City, and J. H. Maloney, of Denver, the latter operating a large variety store in that city.

* *

Additional office room is being provivded by the Knowles, Taylor & Knowles Co., and it is expected will be ready for occupancy within a few weeks.

* *

The Time and Energy Co., of Chicago, designers of special border dies for dinner ware and specialty treatments, have a number of new lines which are being taken up by the manufacurers here.

* *

The date set for the first annual Clay Products and Ceramic Exhibit to be held in Chicago next year is March 5 to 13 inclusive.

* *

It will not be long before our pottery manufacturers will be enabled to procure saggers made by machinery. A plant for this purpose will be in operation here before another month passes. There is already a sagger machine doing excellent work at Ford City. All shapes and sizes are to be made.

* *

Kenneth Beatty, the well known local modeler, left this week for the northern part of Michigan, to remain for the summer, accompanied by Mrs. Beatty. Mr. Beatty's departure may mean his permanent retirement from the modeling business, which he has followed in East Liverpool for twenty years. When he first came to this city there was but one modeler here, and by a singular coincidence when he leaves there will be but one left. At one time eleven modelers were working here. The first three years of Mr. Beatty's experience here were spent in the employ of the Knowles, Taylor & Knowles, Co., the remaining twenty-one in business for himself. On account of the almost general return to plain dinner shapes during the past few years there has been very little demand for a modeler's services.

Centralia, Wash.

Should $6,500 local capital be raised, Richard O. Walker, an Easterner who recently located in Seattle, will invest $18,500 in the establishment of

a pottery here. A certified check for the amount will be put up to guarantee good faith. That he has selected a fine piece of property is evident from the fact that the local business men say they will double the $6,500 if Walker will accept a site other than the one he has looked at.

Trenton. Preparations are being made by the various locals of the National Brotherhood of Operative Potters for the election of delegates to the annual conference of the organization, which will be held in Atlantic City again this year. By far the most important business that will likely come before the convention is the wage scale of the domestic ware potters. The present wage agreement, which was made for two years, expires in October next.

* *

Suits for violation of the child labor law were instituted in the City District Court by the State of New Jersey against the Cook Pottery Co. and the Mercer Pottery Co. a few days ago Each of the charges involves the employment of boys under seventeen years of age.

Sebring, O. With a capital stock of $350,000, the "Saxon" China Co. has been incorported at Columbus by Fred Sebring, and the construction of a nine-kiln plant has been begun. Associated with Mr. Sebring are Louis E., Kate G. and Mary Sebring, and H. C Surles. This will be the fifth pottery in Sebring. The new plant will be ready to operate within six months.

* *

Additional office room is being provided at the Limoges China Co., where an addition 25 by 100 is being built.

Detroit, Mich. Construction has been started upon additions to the plant of the Pewabic Pottery Co. here which will increase its output one-third. A two-story annex will be built at once.

East Palestine,O. Last week about thirty dressing girls in the two plants here struck for an increase in wages of twenty-nine cents per day more than the regular union scale for such work. The management was loth to pay the demanded increase, as they were already paying more than was being paid elsewhere for the same work. The company's offer to pay by piecework rather than by the day—East Liverpool scale as a basis—was refused. Over five hundred employes in other departments were thrown out of work, because all ware as it comes from the kiln must first be "dressed" before passing on to the finishing rooms. A numbe of the girls finally weakened, and others being obtainedthe plants are now running normal again.

Minerva, O. L. H. Whitcomb, Kansas City, has been appointed by the Owen China Co. representative for that city and adjacent territory. Business with this firm is pronounced good. Under the management of Charles W. Foreman the plant has been running full time for over a year, and its capacity will be increased by the erection of another bisque kiln this summer.

Mt. Gilead, O. The capacity of the Mt. Gilead Tile and Pottery Co.'s plant is being increased by the addition of a lot of new machinery. Clay flower pots are made a specialty here. According to the Ohio Experimental Station at Wooster, O., the clay used by this concern is especially adapted to the raising of flowers.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

TO	Shipments week end'g Apr. 8 '11	Corresponding period 1910	Exports Jan. 1 to Apr. 8,'11	Corresponding period 1910
Boston	105	398	2342	2420
New York	113	123	2567	2357
Baltimore	412	733	3436	4966
Philadelphia	165	95	1431	1526
New Orleans	67	153	320	521
Newport News	....	....	26	55
San Franoisco	11	....	30	..
Portland (Me.)	34	1	505	874
Galveston	....	3	376	242
Portland (Or.)	....	...	....	....
Inland Points	107	18	712	886
Total	1014	1524	11745	13847

From the Freight and Shipping Circular of John Edwards & Co, Liverpool.

TO	Shipments week end'g Apr. 8, '11	Corresponding period 1910	Exports Jan 1 to Apr. 8, '11	Corresponding period 1910
New York	110	120	2401	2192
Boston	105	398	2279	2083
Philadelphia	165	97	1374	1390
Baltimore	412	733	3431	5019
San Francisco	11	...	30	....
New Orleans	67	2	269	248
Portland (Me.)	34	....	373	530
Galveston	....	3	376	203
Newport News	....	....	26	55
Portland (Or.)	....	....	....	....
Inland Points	..	18	198	878
Total	904	1371	10757	12598

Around the Glass and Lamp Factories.

Pittsburgh and Vicinity.

Announcement is made that a twelve-story 700-room hotel will be built at Smithfield street and Sixth avenue this year on the site now partly occupied by the Lewis block. This means that sooner or later several glass firms will be told to get new locations. The Jefferson Glass Co., Fenton Art Glass Co. and the Mortimer Glass Co. have offices in the Lewis Block. In the Stevenson building are the offices of the Glass Associations, and adjoining is the retail store of Louis Reizenstein. All these will be compelled to move, for the new hotel will extend along Sixth avenue west from Smithfield to the east line of the Duquesne Club.

President Arthur Bennett of the Cambridge Glass Co. was registered at the Ft. Pitt Hotel a few days ago. "We are doing a fairly good business, and conditions are getting better right along," he said.

At a meeting in the Glass Association rooms a few days ago some details concerning the wage conference which will take place in Atlantic City this summer were discussed. The session lasted less than a day.

C. H. Blumenauer, of the Jefferson Glass Co., and General Manager Schnelbach, of the same factory, were visitors at the Pittsburgh office during the past week.

Six of the seventeen tumbler shops of the Potomac Glass Co. are reported to be making stemware, the demand for these lines having steadily increasing during the past season.

The Crystal Glass Co.'s new plant at Morgantown, W. Va., which has been in course of construction for almost a year, has started operations. It is said that a line of tumblers and stemware will be made.

Ben Pritchard, one of the best known glass salesmen who ever worked out of the Pittsburgh district, has formed a connection with the Pittsburgh office of Bawo & Dotter, and will assist Frank Zoellig in covering the territory allotted to the Pittsburgh branch. For many years Mr. Pritchard was identified with the cut glass branch of the trade.

General Manager James Dugan and Walter Minnemeyer, of the Dugan Glass Co., Indiana, Pa , were registered at the Seventh Avenue during the week. Both were here on special business and did not have a display.

A new candlestick by the United States Glass Co. has a hexagon base 4½ inches across, stands 6½ inches high, and possesses two curved handles.

The Columbia Tile Co , which is operating in the old plant of the Empress Glass Co., at Grafton, W. Va., is making a line of glass tile under a new process, and has started with a five-ton tank. Another tank will be built at an early date.

The lamp season is getting started, and the manufacturers are anticipating a good business. Many new lines are shown, and improvements have been noted on a number of these over last year's patterns.

Another new tank has been added at the Fenton Art Glass Co., at Williamstown, W. Va., and the plant is reported working to capacity. A feature is being made of iridescent lines.

The Pittsburgh Cut Glass Co. is showing a number of new cut effects upon the Chippendale candlestick made by the Jefferson Glass Co.

Swaney Hall, who has been working the Eastern territory for the Smith Glass Co., Mt. Pleasant, Pa. was at the home office Monday. Packers' goods are being made a specialty by this factory.

Walter F. Jones. who covers the Northwest for the United States Glass Co., has returned to the home office, as has W. I. Campbell from the Southwest and D. H. Prosser from the New York and Canadian territory. W. J. Dillon from the Southwest is also in. Mr. Campbell did not remain long, and as soon as he

arranged his sample lamps started out again. The boys are feeling rather optimistic over the outlook for business on lamps this season, for with the new collar the company is offering something quite new.

James Wilson, of the Tarentum Glass Co., was in this district during the past week.

Robert W. Kearns, representing the Wellsville China Co. and the Westmoreland Specialty Co. in the Pittsburg district, will open a permanent sample room at an early date.

Report is current that several Pittsburgh concerns which have made a specialty of electric and gas fixtures, handling both portables and electroliers, will go out of business in the next two months. It is said that one will continue in the wholesale line, while another which has been in the retail business for a number of years will close out its stock entirely. It is admitted that Pittsburgh has too many of this kind of stores, and that trade with some has been far from good.

Among the buyers in this district were E. Swasey, of Portland, Me., and Harry Loosley, with Pitkin & Brooks, Chicago. Both placed liberal business.

Columbus, O. Not a dissenting vote was registered in the Senate against Senator Crawford's bill to prevent fraud in the trading stamp business. The provision which will prevent the customer being cheated reads: "That in no case shall the money value of said stamp be less than the trade premium or merchandise thereof, which value shall be plainly printed or stamped on the face of each stamp."

Trenton. The Crescent Glass Specialty Co. is making a combination salt and pepper shaker that bids fair to become popular. A silver partition runs perpendicularly through the shaker, retaining on one side the pepper and on the other the salt, which are released as desired by pressure on a small lever.

HENRI DELAVIGNE ASSASSINATED.

LAST Thursday J. H. Venon received a cablegram from Moscow, Russia, announcing the tragic deaths of Henri Delavigne and his father, George Delavigne, a prominent jeweler of Moscow, both assassinated at Baku, the oil city of Southern Russia.

Henri Delavigne, who spent a year at the office of J. H. Venon learning the English language and American business methods, and had recently returned to Russia to establish a business there, was a very accomplished young man of 24, speaking French, German, English and Russian fluently. He will be remembered by the trade, having accompanied Mr. Venon in his travels in this country, and made a fine impression by his good manners and amiable disposition. His sad fate shows what traveling in Russia means, as he actually died in defending his property from bandits who attacked his father and himself.

BUSINESS BRIEFS.

G.W. Wilson has opened a five and ten cent store at Tampa, Fla.

* *

Green Bros. Co. have opened a five and ten cent store at Lowell, Mass.

* *

H. H. Moulton is arranging to open a five and ten cent store at Salinas, Col., in the near future.

* *

The Citizens' Five, Ten and Twenty-five Cent Stores Co., Cleveland, O., have opened a branch at Crestline, O.

* *

The Decorative Glass Co., of Chicago, has been incorporated, with a capital stock of $1,000, to manufacture decorated glass. The incorporators are Frederick W. Spelz, Thomas J. Jayette and J. S. Russell.

SPECIAL NOTICES.

The cost of advertisements under this heading is $1 for the first and fifty cents for each following insertion for each half inch of space (30 words). PAYABLE IN ADVANCE.

HELP WANTED.

WANTED—A few live traveling salesmen in good standing with the trade, especially in Central, Western and Southern States. High-class gas and electric portables, fixtures, etc. Exclusive territory and generous commission to right parties. THE SALO MANUFACTURING CO., Binghamton, N. Y.

BUSINESS OPPORTUNITIES.

WANTED—Reliable house to represent us in the Middle West and South, to handle our own special lines: either china, vases, baskets, antimony or toys. Correspondence solicited. Address Box 756, this office.

NEW FREIGHT SERVICE from East Liverpool, O.

Buyers of pottery should insist shipments—either bulk or packages—be routed over Erie, Youngstown and Ohio River railroad (the new railroad into the pottery centre) from East Liverpool. Traffic arrangements with all steam roads throughout the country, enabling advantageous routing and rating to any point in the United States, Canada or Mexico. For rates, apply to any agent or J. J. CHANDLER, Chief Tariff Bureau, Leetonia, Ohio.

Théodore Haviland

Limoges,

FRANCE.

Theodore Haviland & Co.

NEW YORK

Announce their removal to their new offices and salesrooms in

THE FIFTH AVENUE BUILDING

Fifth Avenue, Broadway and 23d Street

MADISON SQUARE

OFFICES :

301, 302, 303, 304, 306, 308, 310, 312
314. **316**, 318

PHYSICAL ADVANTAGES OF ALUMINUM.

THE physical properties of aluminum make it undoubtedly one of the best metals employed today in the manufacture of cooking utensils. Some aluminum utensils have been in use for twenty years, ever since first manufactured, and have not worn out yet. It should be understood that there are different brands of aluminum utensils on the market, just as there are different brands of enamel utensils. Inasmuch as aluminum utensils are made of solid metal they naturally are practically indestructible.

Aluminum ranks twice as high as tin and three times as high as iron in heat conductivity. That is to say, heat passes through aluminum twice as fast as through tin and three times as fast as through iron, which makes aluminum a great economizer of fuel.

The specific heat of aluminum is .2185; of steel, .1175; of wrought iron, .1138; of tin .056; of silver, .056. That the specific heat of aluminum is .2185 means that the quantity of heat which would raise the temperature of a given weight of aluminum through one degree would raise the temperature of the same quantity of water through .2185 of one degree. Aluminum, then, it will be seen, stands first in specific heat. It will store up more heat and retain it longer than any other metal.

The lightness of aluminum is one of its most striking properties. Bulk for bulk, its actual weight is a little more than one-third that of iron, slightly more than one-third that of tin, about three-tenths that of copper, one-fourth that of silver, and but little more than one-eighth that of gold. Where lightness is desired, aluminum is, therefore, in a class by itself.

Aluminum utensils do not contain and cannot form with fruit or vegetable acids any poisonous compounds—food may stand in them without injury, the same as in glass or china.

When the German Army Bureau were considering the use of aluminum utensils for their soldiers, they daily put into the food of some of the men a certain amount of aluminum salts. At the end of a month none of the men had suffered any bodily derangement therefrom.

Ordinarily, the use of pure soap and hot water will keep aluminum utensils in good condition. The outside surface may be kept bright by the use of any kind of metal polish that is not gritty.

Apparent discoloration sometimes seen on the inside of aluminum utensils is due to the fact that a deposit has been made on the inside of the utensil by water or food. It may be removed by boiling green fruits, particularly rhubarb, in the utensils, or by the use of any good cleanser—*Housefurnishing Review.*

ENAMELED ware that has become burned or discolored may be cleaned by rubbing with a paste formed of coarse salt and vinegar.

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CROCKERY AND GLASS JOURNAL

NEW YORK, MAY 4, 1911.

THE CONDITION OF BUSINESS.

New York. A better tone was noted in trade circles this week. Some local business was done, and mail orders were exceedingly gratifying, so far as numbers were concerned, although the volume could have been larger without straining the resources of the recipients.

The men on the road have found trade spotty. In some sections good business was done, and that in territory which to previous visitors had proved bare.

Under ordinary circumstances the import season would be closed at this time, but owing to the dilatoriness of buyers after the jobbers left, European manufacturers who cater to the American trade can take a little more business.

In looking back over the four months of the year, the import trade has not been as bad as outward appearances would indicate. In point of fact, several of the larger houses find that they are considerably ahead of last year, while others break about even. There are some who have not been as fortunate; but on the whole, despite the seeming dullness, there has been a very creditable trade.

With the advent of warm weather a decided impulse was imparted to the retail trade. The streets have been thronged for the last few days, and the department stores have been doing almost a normal business.

In the nearby territory undoubted evidences of a good summer business are seen in many directions. One of these is that summer cottages within easy reach of the city have been rented much earlier and more freely than for several years, and, early as it is, applications for reservations at mountain resorts are already being made.

Our reports from the factories, both pottery and glass, are that business keeps up pretty well. There is not the rush and drive of two months ago, but the orders coming in, with those already in hand for future delivery, keep the plants in operation.

Signs of a revival of business are to be seen on every hand It may not be large, but certainly the stagnation of April is giving way to a better condition. Transactions in Wall street have increased materially within a few days, with a strong upward tendency. The steel mills rejoice in some large and unexpected orders from the railroads. According to official reports, twenty-one railroad companies increased their earnings materially during the month of April. It is true that one of the largest laid off some of its men during that time; and yet that same road showed an increase.

Money is plentiful. Investors on May 1 received $93,697,098 from various sources—an increase of $5,732,771 over the same period last year. Even among the so-called poor there is no privation. Eviction Day in this city, as May 1 is now called in some sections, showed less than a hundred people who could not pay their rents on the East side, as against over a thousand last year. Savings banks show a large increase of deposits, and the bank reserves are large. The country is not suffering from poverty. There is merely a spell of inanition. It only requires a start, which may come over night, to set things going so lively that there will not be goods enough to go around.

Trenton. In every pottery here the full force of help is working and the entire equipment is being operated on full time. Manufacturers report the general run of orders to be good, especially from dealers in the Southern States.

East Liverpool and Vicinity. While there is a reasonable amount of bu iness moving, orders are not up to normal. However, all plants are working, although in some instances with reduced forces. Collections are also reported rather tardy just now.

Pittsburgh and Vicinity. Spasmodic conditions characterize the glass market in this district. Sales managers say that orders during the first few days of a week are usually good, but that only a small amount of business is received the balance of the week. Traveling salesmen are working harder than ever, and some business is being procured from new channels.

THE NEW WOOLWORTH BUILDING.

THE complete plans for the tallest if not the largest building of its kind in the world were filed last week and show the details of the immense structure now in course of construction on the west side of Broadway between Park place and Barclay street, this city.

The main part of the building will be thirty stories high, with a massive tower extending in the center an additional twenty-five stories, making a total number of fifty-five stories, thereby making it the tallest structure of its kind in the world. The main part of the structure will be 384 feet high, while the tower will be an additional 366 feet high, making a total height of 750 feet from the street level to the apex of the tower, where will be located an immense electrically lighted lantern which will be visible at night for many miles around and will be another beacon light for the incoming transatlantic steamers.

The plans show that this will be one of the handsomest structures of its kind in the entire universe. In design it will be a combination of the Italian, French and modern Renaissance thoughout the main part, with Gothic steeples at the roof of the main structure. The ground floor will contain stores and the second floor banking offices, with business offices above. The building will be absolutely fireproof and will be equipped with sixteen high speed elevators, six running to the thirtieth floor, six to the forty first floor, and four to the fifty-first floor, the fifty-fifth floor and the lantern being reached by way of a spiral stairway.

The Broadway Park Place Co., of which F. W. Woolworth is president, is the owner. The headquarters of his stores, which are now in the old Stewart Building, at 280 Broadway, will be transferred to this new structure when completed. Cass Gilbert, the architect, estimates the cost of this record-breaking building at about $3,500,000.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

TO	Shipments week end'g Apr. 15, '11	Corresponding period 1910	Exports Jan. 1 to Apr. 15, '11	Corresponding period 1910
Boston	125	112	2467	2532
New York	121	138	2688	2495
Baltimore	140	88	3576	5054
Philadelphia	81	204	1512	1730
New Orleans	1	1	321	522
Newport News	....	....	26	55
San Francisco	....	....	30	...
Portland (Me.)	16	57	521	931
Galveston	....	5	376	247
Portland (Or.)	....	....	....	....
Inland Points	5	12	717	898
Total	489	617	12234	14464

From the Freight and Shipping Circular of John Edwards & Co., Liverpool.

TO	Shipments week end'g Apr 15, '11	Corresponding period 1910	Exports Jan 1 to Apr. 15, '11	Corresponding period 1910
New York	98	157	2499	2349
Boston	125	107	2404	2190
Philadelphia	81	204	1455	1594
Baltimore	140	88	3571	5107
San Francisco	....	....	30	....
New Orleans	1	1	270	249
Portland (Me.)	16	28	389	558
Galveston	....	5	376	208
Newport News	....	....	26	55
Portland (Or.)	....	....	....	....
Inland Points	....	12	198	890
Total	461	602	11218	13200

The New York Crockery and Glass District.

SIGNS of spring are beginning to appear in the warerooms of the District. Managers are already accustomed to seeing their star clerks silently dreaming over their ledgers, what time they are not watching the clock carefully for the hour of quitting. Simpering stenogs appear each morning behind huge bunches of flowers in filmy waists. The office boy disappears for hours on errands that he formerly made in minutes. In short, the dynamo which has been working at top speed all winter seeks relaxation, and the principal sufferer is the much-abused and all-suffering boss.

The local office of the United States Glass Co. is showing a patented all-glass lamp the collar of which consists of a threaded metal band imbedded in the font in such a way as to make it impossible of detachment. The new lamp is shown in eight sizes and four styles, and has been having great success since its introduction.

There is plenty of new material to interest the buyer at the local showroom of the Consolidated Lamp and Glass Co. Among the many new shades received lately from Coraopolis, frosted pieces are to the fore. Several new styles for inverted gas are among the samples.

The local office of the Plume & Atwood Mfg. Co. reports unusnally good sales on their latest adjustable fixture, advertised on our last page. As will be seen, it can be used in a great many different ways: as a desk lamp, piano lamp, and even as a wall bracket, for the bottom is pierced so that it may be hung on a nail, and the arrangement of the white enameled shade makes concentration of the light possible in any direction. The fixture is in an attractive brushed brass finish, and is very moderate tn price.

The success experienced by J. Morgan & Sons with their "shower lights" has caused them to prepare a number of new specialties in this type of fixture. The principal novelty will be a combination gas and electric fixture in floral and conventional decoration. The recent rearrangement of the factory, which included the installation of much new machinery, has given the firm the reqnired facilities to make prompt deliveries.

The firm of Heuman & Bernthal has been dissolved, and is succeeded by the M. Heuman Co., which has taken a large loft at 35 Barclay Street. The new concern will handle the same class of wares—imported and domestic fancy china table and bar glassware, and fancy goods. A new catalogue is soon to be issued by this company.

The display fixtures and showcases of M. Herbert, representative of the United Cut Glass Co. and the Keystone Cut Glass Co., have been installed in his new quarters at 26 Murray Street, and the premises are rapidly assuming a business appearance. The lines are being attractively displayed, and by the time this appears everything will be in first-class shape for buyers' selections.

A. H Ledden, local agent for the Buffalo Pottery, has just placed on display a number of new shapes in Emerald Deldare was, including an assortment of jugs, small and large, a teapot, sugar and cream set, a tobacco jar, and a cup and saucer. The shapes are without exception both novel and artistic.

Although it is pretty late, there is still time to place orders for certain specialties in the china department of the Strobel & Wilken Co. Many of their factories have all they can possibly do to take care of the orders now in work for early fall delivery, but some articles can still be had if the buyers lose no time in specifying.

Abels & Co. have lately reproduced in low-priced twisted and plain wire lustre many of their more expensive plate and bowl easels. Their punch bowl hooks are fashioned so as to fit any bowl. This is

also true of the toy hooks, which have been increasing in popularity steadily.

Charles P. Schuller, local representative of the C. F. Monroe Co., is now located in his new showroom at 25 West Broadway.

Much sympathy was expressed in the trade when it became known that White, Van Glahn & Co , on Park place, were in financial difficulties. Although not connected with the crockery trade, they are neighbors and people of high reputation, and it is sincerely hoped they will come out all right.

The Mosfern Co , manufacturers of fern fillings, etc., are at work on their new samples, and will have an entire new line ready for inspection by July 1.

AT CHICAGO.

AFTER years of experience as city salesman for the Ira A. Jones Co., A. R. L'Ecuyer has opened up for himself a handsome salesroom in the Gates Building, where he will act as agent for the Steubenville Pottery Co. and the Jefferson Glass Co.'s lines of lighting fixtures.

* *

G. A. Brown, Grinnell, Ia., is at the Palmer House for his annual spring purchases of crockery.

* *

Jack Jonas has been displaying the Warwick China Co. lines at the Palmer House for a week past, and goes from there to Milwaukee.

* *

J. M. Butler, Muscatine, Iowa, is at the La Salle to buy housefurnishings for the Ohio trade, and will remain a week.

* *

William Jackson is at the Palmer House showing Chicago buyers the beauties of the Taylor, Smith & Taylor lines of East Liverpool crockery.

* *

H. A. Keffer, of the Warner-Keffer Co., East Liverpool, will stay a few days working the Chicago trade and then move West in quest of orders.

* *

Edmund Woodward, Calumet, Mich., is staying at the Palmer House while selecting goods for the crockery department of his store.

* *

W. A. Scott is showing the latest designs of the East Liverpool Pottery Co. at the Palmer House.

* *

James Hill is the crockery and glass buyer for the biggest department store in Davenport, Ia., and he will stop at the Brevoort while picking the winning designs for the new season's trade.

* *

Tom Butcher has the Central Glass Co.'s lines on display at the Palmer House, where he will remain a week and then move Westward.

* *

S. Q. Hamilton will offer the latest patterns of the Tarentum Glass Co. to the trade during the week.

* *

Eddie Minnemeyer, representing the Westmoreland Specialty Co., Grapeville, Pa., has been here a day or two and will cover the surrounding territory before going to Detroit.

* *

Mr. Gessner, with the Duncan & Miller Glass Co., Washington, Pa., has put in a week here with the spring offerings of his house.

* *

Jack Wilson, with the aluminum lines of the George H. Bowman Co., Cleveland, has opened up at the Palmer House.

* *

J. B. McHugh is displaying at the Palmer House the latest designs of the Steubenville Pottery Co. and will go from here into northern Michigan. Since his recent marriage to a Chicago girl Mr. McHugh has been living in this city, and says he has trained his wife to take reorders for him when he is away.

IN TOWN.

Abbreviations—c, crockery; g, glass: hf, housefurnishings; l, lamps; t, toys; s, silverware.

THE following buyers have reported in town since our last issue:

H M Hollander, hf, c, Boston. Cadillac.

S V Silverthorne, with B Nugent & Bros D G Co, s, St Louis. 31 Union square.

C F Longacre, with Bush & Bull Co, c, Williamsport, Pa. New Grand.

C Smith, with Brown, Thomson & Co, hf, Hartford, Conn. 2 Walker.

Mr Cummings, with Shuttles Bros & Lewis, c, Dallas, Tex. Cadillac.

O H Pearler, with Berwick's Stores, c, Berwick, Pa.

A J Kline, H M Phillips and R J Calm, with Dives, Pomeroy & Stewart, hf, Harrisburg, Pottsville, and Reading, Pa. 2 Walker.

R B Clark, with Howland D G Co, hf, Bridgeport, Conn. 75 Spring.

J W Kelly, with Gilchrist Co, hf, Boston. 55 White.

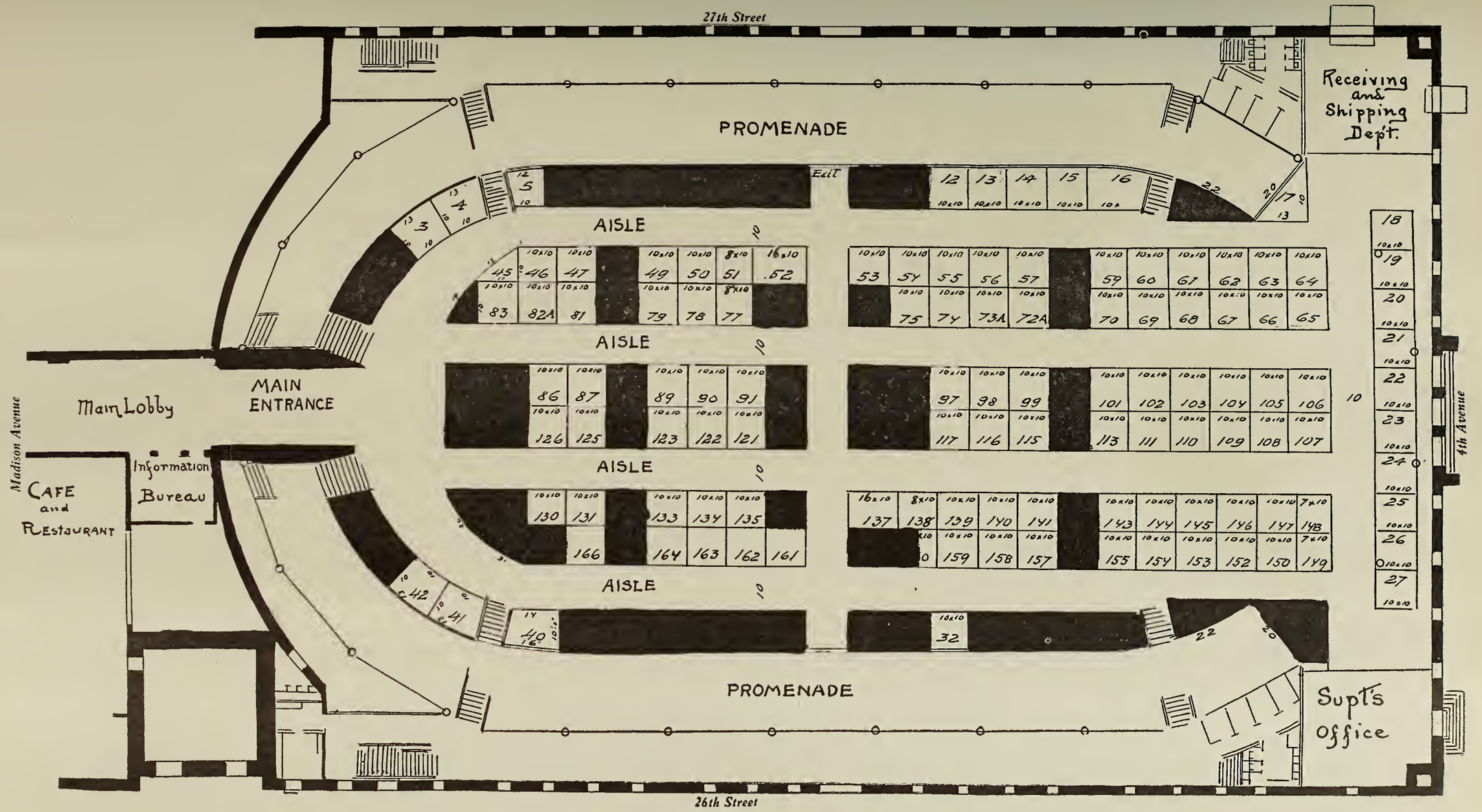
H S Lynn, c,g, Bellefonte, Pa.

Mr Grosseau, with E Malley, Co, hf, New Haven, Conn. 320 Church.

Mr Johnson, with J L Brandels & Sons, hf, Omaha, 683 Broadway.

Miss J Cronin, with William Whitney & Co, hf, Albany. 396 Broadway.

H Holmeren, with Denver Dry Goods Co. Brotzel.



GROUND PLAN OF NATIONAL HOUSEHOLD SHOW TO BE HELD AT MADISON SQUARE GARDEN, THIS CITY, AUGUST 19 to 26

Black areas—Rented.

AT BOSTON.

THREE days of real summer weather gave stimulation to the retail trade last week—something much needed to make a good volume for April. Considerable advertising is being done anent the promotion of summer cottage and hotel furnishings, and the returns so far have been fair.

The Jordan-Marsh Co. are erecting an Italian garden in their china and glass department, with a fountain, plants, trees, grass, ferns, singing birds and other features, for the display of a fine exhibit of Italian garden art which James J. Hanning purchased on his recent trip abroad.

"Abe" Hays, the Cook Pottery Co.'s versatile diplomat, was about town this week, looking as chipper as ever.

John J. Reed has taken the representation of the Corona Cut Glass Co.'s full line, and of the cut glass salt and pepper line of the Geo. H. Bowman Co., Cleveland. Mr. Reed reports a most favorable business on his recently concluded Connecticut trip.

John J. Curry, crockery buyer for Houghton & Dutton, is due home Thursday, following his trip around the world.

C. H. Blumenauer, of the Jefferson Glass Co., is expected shortly by Harry B. Hollis, who handles their lines here. Mr. Hollis says Luceo shades are enjoying a spirited business.

Samples of the new perfortaed-top flower vases of the United States Glass Co. are on the way. They should be rapid sellers in this territory.

Miss Nellie Mulvaney, of the Granville-Phillips offices, returned this morning after a two weeks' sightseeing visit to Washington, D. C. She had a delightful time, including a visit to the glass and china departments of the big stores.

G. A. Peabody, of the McKinzie Mercantile Co., Rumford Falls, Maine, was one of the buyers to cheer up the trade last week.

J. H. Cecil Watson, manager of the art department of Bigelow, Kennard & Co., secured the order in competition for the $1,000 bronze tablet of Supt. Blodgett, which is to be erected in the High School at Syracuse, N. Y. Mr. Watson has also captured another prize in the person of Miss Alice Louise Lincoln, of this city. The engagementis just announced.

E. J. Tucker, with Chase & Francis, the crockery house, is off on a two weeks' tour of the Western Massachusetts and Connecticut trade.

S. M. Averill, lamp buyer for the Jordan-Marsh Co. is back at his desk, following a two months' illness. As a sort of a starter, he is going to the New York district for a few days.

John Jacklin, the new glass and crockery buyer for the Henry Siegel Co., took the management reins this week. A successful drive is predicted for him.

Buyers here this week included S. T. Lee, owning a crockery store at New Bedford, Mass.; I. Isley, with Barnard, Putnam & Sumner Co., Worcester; and Geo. B. Thibodeau, with the New Bedford Dry Goods Co.

Knights of the wholesale legion were "Eddie" Ledger, with the Royal Doulton line of W. S. Pitcairn; Geo. W. Bromley, New York; and Fred Klein, with the Warner Keffer Co , East Liverpool.

Charles R. Lynde, who opened his "fine china and cut glass" store last fall, reports that business on expensive ware is good. Mr. Lynde is in a high cost wareroom—one that runs into the five figures for rental—and caters to some of the most prominent people in the city.

W. & A. Bacon, the big uptown store, will celebrate its ninety-seventh anniversary on May 15. The ownership of it has been in the family all those years, being started by the grandfather of the present firm. H. M. Fox is the glass and crockery buyer, and has served in that capacity for the past fifteen years. It is doubtful if any similar store in the country has achieved a record of ninety-seven years of success.

JOHN C. HUMES TO RECEIVE SENTENCE.

LAST Saturday John C. Humes, former president of the Humes Crockery Co., Kansas City, Mo., entered a plea of guilty to a charge of fraud against him by the government. Sentence was deferred.

Humes was tried by a Federal jury more than a year ago and convicted on two charges of using the mails to defraud. One was brought by H. M. Jenkinson, a salesman for the company. The charge was proven in that case and a fine of $500 assessed. The other charge was made with the East Palestine Crockery Co. as the complaining witness. On this

charge Hume was sentenced to a year and a day in the Federal prison at Leavenworth. The case was appealed, and on the new trial Leslie Lyons, United States district attorney, agreed to dismiss the indictment on which Humes was fined, and the guilty plea was entered on the other.

Humes made sales of stock in the business on the representation the worth of the concern was $400,000 and that he had a surplus on hand of $61,000; that the company had regularly paid a dividend of twelve per cent on its stock; and that it was in an extremely prosperous condition and the assets accumulating. The evidence showed that the business was being run at a loss of $8,000 per year.

MAY REMOVALS.

Thomas C. Edge, third floor to fifth floor of 66 West Broadway.

French China Co., to 40 East Twenty-third street.

Henry Endemann, formerly of Endemann & Churchill, to 32 Park place.

M. Heuman Co., to 35 Barclay street.

Paul Joseph, to southwest corner of Park place and West Broadway.

Chas. P. Schuller, representing C. F. Monroe Co., to 25 West Broadway.

A. L. Tuska, Son & Co., to 114 East Sixteenth street.

M. Herbert, to 26 Murray street.

THE FIRST GUN.

LAST week Representative Candler, of Mississippi, introduced a bill into Congress proposing to put on the free list all earthenware and glassware. As it is the plan of the House leaders not to permit any amendments to the free list bill as introduced, there is but small chance of the Candler proposition being heard from at the extra session of Congress in a serious way.

DUVEENS PAY $1,180,000.

THE Government has accepted $1,180,000 in compromise of the civil suits against Duveen Brothers, the New York art firm accused of customs frauds. The acceptance of this sum in settlement will have no effect on the prosecution of the criminal cases now pending against certain members of this firm. The criminal cases will be prosecuted without regard to the settlement of the civil liabilities, and for this purpose the Government will retain the books and papers of the firm now in its possession, counsel for the firm having waived the provision in their offer of compromise that as a part of the settlement such books and papers should be returned.

TO PAY DUTIES BY CHECK.

PREPARATIONS are being made by Collector Loeb for the inauguration of the new system of duty payments which goes into effect four weeks hence. On June 1 the law providing for the acceptance of certified checks in payment of duties on imports goes into effect, and after that date customs transfers will not be accepted.

Cashier Black of the Custom House is having a card index prepared which will contain the signatures of the various tellers of banks who are authorized to make certifications. This will be kept for reference and will be consulted whenever a customs broker or an importer presents a check in payment of duties. No out-of-town checks will be received.

LIGHTING FIXTURE NOTES.

WRITING from Altoona, Pa., a correspondent says: "The fixture business in Western Pennsylvania is very quiet, and most of the salesmen are kicking; but a general feeling of optimism prevails, due to the favorable weather conditions. 'Showers' with fancy imported glass seem to be the best sellers at the present time, and the various houses are carrying more of this type of fixture than for some years. The majority of the art glass companies are making aggressive sales campaigns on domes here, and are quoting very low prices. There seems to be an unusual number of cheap dwelling houses being erected in this vicinity, and most of the electric light companies throughout western Pennsylvania are making special offers to the consumers to wire their houses and install fixtures at very low figures. This is naturally hurting the contracting trade, as the light companies are installing the fixtures at cost price so that the consumers will use their 'juice.' This competition, however, has caused the contractors to put in more stock and brighten up their establishments.

"V. D. Johnson, of Binghamton, N. Y., has one of the finest showrooms in southern New York state. He carries an extensive stock of plain and Sheffield showers, trimmed with fancy imported shades; also a large line of domestic domes.

"The Lancaster Electric Supply Co., Lancaster, Pa., also have a very fine showroom, and are catering to the best trade there."

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

Published Every Thursday

BY

WHITTEMORE & JAQUES, Inc.,

92 West Broadway, New York.

EDITORIAL ROOMS, TEL. 5092 BARCLAY.

MECHANICAL DEPT., TEL. 5086 BARCLAY.

SUBSCRIPTION RATES, INVARIABLY IN ADVANCE:

United States	$2.00
Canada	3.00
All other foreign countries in the postal union	4.50
Single copies	.10

In remitting subscriptions please send Postal Money Order.

Make all checks and drafts payable to Whittemore & Jaques, Inc. Out-of-town checks should bear the words "With New York Exchange."

Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, MAY 4, 1911.

PREPARE FOR A GOOD YEAR!

FAVORABLE crop reports are coming in from all sections of the country. The Northwest, the Southwest and the Middle West present optimistic views. Speaking of the outlook, John W. Gates, a leading financier and captain of industry, in a recent interview said:

"Fundamental conditions are sound everywhere. The banks are all strong in cash—in fact, the majority of them have too much money. Business is ready to go ahead as soon as the country is released from its bondage of political agitation. One of the great troubles is that we have too many politicians who lack the business training necessary to safe and sound legislation."

This optimism on the part of men like John W. Gates should go a long way toward making good prospects better. The favorable influence of great financiers is an important factor in establishing the confidence of business men everywhere.

In another part of this interview he said: "The wealth of the country has been increasing at a rapid rate, and a great percentage of this wealth of the country has been used to purchase good securities which are now reposing in strong boxes. The percentage of stocks held on margin is small compared with former years, and in consequence speculation is not so much in evidence. People have a much better understanding of their actual value."

In this last statement Mr. Gates gives thinking men a substantial reason for confidence in the future. The conservatism of investors and the absence of speculative tendencies are very gratifying. With normal weather for the remainder of the season the country is sure to produce abundant crops. These conditions warrant merchants in preparing to do a splendid business in the year 1911.

PERSONAL.

EARLY one morning during the import season just past, when buyers were more plentiful then they are now, a seedy-looking individual with a heavy load on walked into Geo. F. Bassett & Co.'s and told Mr. Hague that he was the buyer for ————, of ————, and wanted to borrow $50. The loaning of money not being among Mr. Hague's duties, the caller was referred to the office. There he was told that the firm he claimed to represent had no account with Bassett & Co., and was asked why he did not apply to people where he was accustomed to buying goods, and where he was known. He flew into a rage, and was very indignant at what he called shabby treatment. He said he had orders in his pocket amounting to $30,000, and unless they loaned him $50 they would get none of his patronage. He was politely told that he could not get the money, and he stormed out of the door expressing his opinion very freely about the narrow-mindedness of New York merchants.

⚜

Louis Creveilher, with H. R. Churchill, who has been in the Middle West with lines of French china from L. Bernardaud, came in on Monday for new samples and left again for the road a few days later.

⚜

John Reyles, the old-time lamp salesman, who for thirty years was in the Bradley & Hubbard Mfg. Co.'s New York office, is very ill of dropsy at his home, 473 Seventy-third street, South Brooklyn.

⚜

W. J. Straub, who has been abroad in the interest of Bawo & Dotter, came home last Thursday. He reports things in a very favorable condition at their European factories.

⚜

Kennard L. Wedgwood is booked to sail for Europe May 10, leaving on the "Majestic."

⚜

Richard Briggs, of Boston, will sail for Europe on the "Ionia," leaving Boston May 10.

⚜

It is not often that the capability for hard work is found in a woman. This is the case, however, with

Mrs. M. Heuman, who is not only the proprietor of the United Novelty Co., but head of the sales department as well. She is well liked by the local trade, and her business has grown to such an extent that she has been forced to secure larger quarters.

⚜

D. F. Richardson, of the Burley & Tyrrell Co., Chicago, is due to arrive in New York May 8, and is expected to spend a week here.

⚜

Joseph Schmidt, with Louis Wolf & Co , departed for Europe Tuesday on a buying trip. He will be away until September.

⚜

Y. Murai, of Morimura Bros., returned to headquarters here on Monday, after an absence of almost two years.

⚜

Frederick Hopton, with the American Brass and Copper Co., is working Pennsylvania and New York with a full line of domes and portables. His reports are good.

⚜

F. B. Aulick, a well-known decorator of Chicago, was in New York this week on his way to Europe. He sailed on the "Kronprinzessin Cecilie."

⚜

Chas. H. Taylor, who has been in Florida for several weeks, is expected home on Saturday.

⚜

R. H. Loosley, with Pitkin & Brooks, Chicago, arrived in New York on Tuesday morning to buy lamps and glass goods. He will spend two or three days in Connecticut during the week, and return to finish his purchases in the city early next week. He is at the "Martinique."

⚜

A. J. Bennett, with Abels & Co., has taken desk room with Heuman & Co. in their new place, where he will have, in addition to the Abels line, other wire specialties, novelties and premium goods.

⚜

Edward Hammond, of Hammond & Benford, who has been working Providence, R. I., this week, sends in encouraging reports.

⚜

B. Gonzalez, who has been in the market buying china, etc., for some time, is scheduled to depart for Porto Rico the latter part of this week.

⚜

H. W. Felker, better known as "Sonny," who is still suffering from rheumatism, left on Tuesday morning from Pittsburgh to try the dry air of South California, and proposes to stay in that climate until thoroughly cured. The good wishes of the trade will go with him.

⚜

D. E. Healy, who is opening up the new china department of Lebeck Bros., Nashville, Tenn., was a visitor to the District this week.

⚜

George Morgan, of J. Morgan & Sons, says that between getting out a large catalogue and making short trips after elusive orders, he has just about enough time to get his meals.

⚜

Geo. B. Jones, New York representative of Johnson Bros., Hanley, Eng., is home from a Western trip. The day set for his sailing to Europe is not yet determined.

⚜

L. Bernardaud and his son Jacques arrived from France on Monday. They will spend a short time in this city, and then see a little of the country before returning to France.

⚜

Mr. Bryan, of Baynard & Bryan, jewelers, Wilmington, Del , was in town on Wednesday. His firm purchased a part of the stock of the late Wm. Lawton

⚜

H. Holmeren, with the Denver Dry Goods Co., arrived in New York from Colorado on Wednesday morning to buy china, and is at the Hotel Brotzel.

⚜

Miss Masch and C. B. Hunt have been appointed assistant buyers to J. H. Harris at the Fourteenth Street Store, vice Mr. Korpf, resigned. Miss Masch was formerly buyer of cut glass, but is now first assistant to Mr. Harris.

⚜

George Hamilton left this week for Toronto, and will work through the Far West before his return.

⚜

Charles T. Woolley, with the Mitchell, Woodbury Co., returned from his trip Tuesday, and will be in New York for a week or so.

⚜

S. B. Carson, of Morristown, N. J., made one of his frequent trips through the District this week.

⚜

E. Torlotting has been striking the good spots since his departure. He is scheduled to return about the middle of the month.

⚜

E. H. Mays, who will be remembered as the former representative in this city of the Consolidated

Lamp and Glass Co., has the sympathy of his many friends in the recent loss by death of his infant son.

W. W. Church, with George Hamilton, returned Wednesday morning from a nine weeks' trip spent in the Northwest.

John Davison will sail for Europe Saturday, May 6, leaving on the "Caronia."

Kennard L. Wedgwood, of Josiah Wedgwood & Sons, started Monday for Canada He is to be away a week.

W. H. Plummer, accompanied by his wife, sailed for Europe on the "Celtic" last Saturday.

THE NATIONAL HOUSEHOLD SHOW.

ACTIVE preparations are being made to stage the big National Household Show, which is scheduled to open at Madison Square Garden on August 19 for a week's run. Considerable space has already been contracted for, and quite a number of booths are being held under option. The ground plan, published elsewhere, shows the scope of the exposition and the various locations.

Every endeavor is being made to make the show as comprehensive as possible. Manager Cochrane is in daily receipt of inquiries and orders for reservations, and things look exceedingly bright for the enterprise. The choicest spots are naturally being taken up first, and those who intend exhibiting should not be slow in investigating.

CHINA IMPORTERS UNITE.

THE importers of chinaware in this city have perfected an organization under the title of "The China Importers' Association of New York," and substantially all the city houses in the trade have become members. The notice issued by the Treasury Department to the effect that the rate list established several years ago by agreement between the United States and the Limoges Chamber of Commerce, controlling the dutiable value of French china, would be abrogated on May 1 was the direct cause of the formation of the association.

The object of this Association is to secure equity and equality in the valuation of importations of chinaware into the United States, and to co-operate with the officials of the Government with a view to attaining this end. Henry Witte, of Bawo & Dotter, has been elected president, and Paul B. Haviland, of Haviland & Co., secretary.

A strong protest having been made against the abrogation of the Limoges list, the Treasury Department last week decided to continue it indefinitely, pending further investigation.

A GREAT SCHEME—ON PAPER.

A MILLION-DOLLAR co-operative society, to be known as the United Stores Association, was organized last week in the Stiner Building, Broadway and Thirty-first street, this city. Thomas J. Foster was elected president of the association; P. F. Egan, ex-Minister to Chili, vice president, Walter S. Pope, treasurer, Charles D. Reohr secretary and assistant general manager, and C. M. Wessels general manager. Others of the directorate are Roland Onffroy, an ex-member of the Chamber of Commerce of San Francisco and Seattle, who was made chairman of the executive committee; C. Paul Hagenlocker, who was made chairman of the finance committee; E. F. Olmsted, formerly manager of a cereal company, publicity director; George W. B. Fletcher of Philadelphia, and G. W. Kenyon.

The object of the "people's trust," as it is called, is to enable about 7,000 responsible retailers in New York to buy together, advertise together, deliver together, with a view of reducing the cost of doing business, and then giving to purchasing members a share of the dividends, payable annually, and based on the amount of their purchases. The plan is based on the English co-operating scheme, but is different in so far as the purchasing members in the American scheme do not become stockholders, simply participators in the profits to the amount of their purchases. They will be charged a nominal fee of $2 to become members of the organization. It is the first time real co operation has been attempted in this country on an extensive scale.

Besides the dividend, each associate is to receive the benefit of an accident insurance policy, adaptable especially to the needs of the poorer classes; a monthly magazine, devoted exclusively to the interests of the association and its members, and a free bureau of information and employment, maintained for the benefit of the members.

Out of the 750,000 families in New York the association hopes to enroll at least 300,000, each spending an average of $400 a year in the store of the association. On this estimate the association, declaring a 6 per cent dividend, would pay out annually to its members $7,200,000. The statistics of the more developed English system last year showed that $800,000,000 worth of business had been done, and that $84,000,000 had been returned to the people in cash; and the estimate, in

view of the success of the plan abroad, is not considered excessive.

An official of the new corporation said: "Naturally we will be able to buy in extremely large quantities and distribute our goods without the service of the jobber or middle man and save much money thereby. The responsible store which wants to join our association will sign a contract with us, handling our goods and conducting its store as it sees fit, subject to fixed requirements."

The organization is not to be confined to New York, it was said. In every large city, and eventually in all the smaller cities, the association intends to introduce the co-operative system. The entire fourth floor of the Stiner Building has been engaged for the business of the corporation and is equipped with club rooms in which it is intended to bring together representatives of all the merchants in the association from time to time.

CUSTOMS DECISION.

THE Board of Appraisers has sustained the contention of Butler Bros., claiming lower duty on bronze frames encasing decorated glass vessels. They were returned for duty as decorated glass vessels or containers with a tax of 60 per cent. It was alleged by the importers that metal is the component material of chief value, and this claim is upheld by the board, which grants a reduction in the duty to 45 per cent.

BUSINESS BRIEFS.

R. G. DeWitt & Co., Johnstown, N. Y., have opened a five and ten cent store.

* *

The Deihl Pottery Co, Wilmington, Del., has been incorporated with $150,000 capital.

* *

The five story building of the Buffalo Glass Co., 96 98 Seneca street, Buffalo, was destroyed by fire April 27. The loss is estimated at $250,000.

* *

Fire, starting from an overflow of molten glass, swept the plant of the Illinois-Pacific Glass Co., San Francisco, on Monday, causing damage estimated at $300,000.

* *

The May Department Stores Co., with New York offices at 4 Washington place, reports the following for the year ended January 31 last: Gross income from all sources, $14,778,730. Expenses: purchases, administration, selling and general, including depreciation, amortization of leases and incorporation expenses, $13,337,922; net profits for the year, $1,440,808. Less: Percentage of sales to June 15, 1910, paid to vendors in lieu of profits for period prior to the organization of this company, $511,084; dividends on preferred stock, $175,000; total $686,084; surylus, $754,-724.

* *

E. O. Arnold, china dealer, and R. I. Arnold & Co., dealers in books, etc., have consolidated under the name of the Arnold Merchandise Co., Mt. Vernon, O.

* *

A petition in bankruptcy has been filed against Samuel Reinhart, proprietor of a five and ten cent store at 657 Tenth avenue, this city. The creditors include the Strobel & Wilken Co., Berg Bros., and Marcus Brier & Son.

NOT TOYS, BUT WEARING APPAREL.

THE question whether Teddy bear muffs are articles of utility or toys was decided April 27 by the Board of United States General Appraisers, who overruled the protest of Carson, Pirie, Scott & Co., of Chicago, and decided that Teddy bear muffs are dutiable as wearing apparel. Under the new tariff this duty amounts to 60 per cent ad valorem, or 44 cents a pound, while the duty on toys is only 35 per cent ad valorem.

The decision of the Board of General Appraisers was not unanimous, and the importers will appeal from it to the Customs Court of Appeals.

"SAVE THE PIECES!"

AN accident to expensive cut glass invariably plunges the owner of it into clouds of gloom; but often these clouds have silver linings. Before throwing the pieces away, says a writer in the "Woman's Home Companion," examine each piece separately, and see if it could be cut down into anything smaller. Shops which deal in cut glass usually have a cutter on the premises.

A case is told of a bride who, upon entering the dining room, arrived in time to see, but not prevent, her maid from pulling, instead of pushing, the extension table, and as it separated in the middle several pieces of valuable cut glass, which had been placed there during the cleaning time, fell through with a crash to the floor. It seemed a hopeless accident, but a rose bowl was cut down from a decanter, following the pattern near the neck, which had broken off, a small violet-holder was cut down from a tall vase a tiny sugar-bowl from a vinegar-cruet,, and a small bonbon dish was saved from a larger cut-glass bowl.

IMPORTS AT NEW YORK.

Petaining to China, Crockery, Glass, etc., for week ending May 2, 1911.

ANTWERP

423 packages glassware.....B Gunthel
3 " " .....Fensterer & Ruhe
64 " " .....Graham & Zenger
1,857 " " .....Miscellaneous Orders
11 " earthenware.....Bawo & Dotter
59 " " .....O Goetz
40 " " .....Koscherak Bros
30 " " .....L D Bloch & Co
32 " " .....F W Woolworth
3 " " .....Geo Borgfeldt & Co
26 " " .....Miscellaneous Orders
40 " chinaware.....Vogt & Dose
1 " " .....Herman C Kupper
2 " " .....Miscellaneous Orders
19 " toys.....B Illfelder & Co
22 " " .....F A O Schwartz
3 " " .....L H Mace & Co
87 " " .....Miscellaneous Orders

BREMEN

118 packages toys.....Strobel & Wilken Co
3 " " .....Geo Borgfeldt & Co
19 " chinaware .....Strobel & Wilken Co

COPENHAGEN

336 packages toys .....Geo Borgfeldt & Co

HAVRE

6 packages chinaware.....Bawo & Dotter
17 " " .....J Pouyat Co
38 " " .....H R Churchill
2 " " .....Fondeville & Van Iderstine
31 " " .....A G Moment
26 " " .....Miscellaneous Orders
83 " glassware.....E Utard
15 " " .....Miscellaneous Orders

HAMBURG

34 packages glassware.....Fenesterer & Ruhe
89 " " .....Eimer & Amend
41 " " .....Lazarus & Rosenfeld
45 " " .....J H Venon
16 " " .....Bawo & Dotter
65 " " .....Kmy-Scheerer Co
84 " " .....W R Noe & Sons
14 " " .....Knauth, Nachod & Kuhne
280 " " .....O O Friedlander
20 " " .....L Straus & Sons
5 " " .....Frank & DeKeyser
260 " " .....Brown Bros
10 " " .....Strobel & Wilken Co
484 " " .....Miscellaneous Orders
45 " earthenware.....Geo Borgfeldt & Co
10 " " .....Bawo & Dotter
7 " " .....F Bing & Co
2 " " .....M Kirschberger
11 " " .....J Palme
4 " " .....N Wapler
4 " " .....L D Bloch & Co
39 " " .....O Goetz
27 " " .....Fenesterer & Ruhe
199 " " .....Miscellaneous Orders
13 " chinaware.....Bawo & Dotter
67 " " .....Strobel & Wilken Co
1 " " .....Miscellaneous Orders
35 " toys.....B Illfelder
23 " " .....G W Travers
22 " " .....Samstag & Hilder Bros
557 " " .....F W Woolworth
12 " " .....Knauth, Nachod & Kuhne
66 " " .....Strobel & Wilken Co
261 " " .....Miscellaneous Orders

LIVERPOOL

18 packages earthenware .....Geo Borgfeldt & Co
8 " " .....H C Edmiston
9 " " .....Maddock & Miller
2 " " .....J Wygand & Co
8 " " .....George Hamilton
9 " " .....E Boote
6 " " .....Meakin & Ridgway
2 " " .....Miscellaneous Orders

LONDON

6 packages toys.....Geo Borgfeldt & Co
22 " " .....Strobel & Wilken Co

LIMOGES

130 packages chinaware.....Theodore Haviland & Co

SOUTHAMPTON

10 packages chinaware.....J H Venon
352 " " .....Haviland & Co
41 " " .....A G Moment
21 " " .....H R Churchill
24 " " .....H Creange
19 " " .....F W Jenkins & Co
1 " " .....L Straus & Sons
181 " " .....Miscellaneous Orders

TRIESTE

158 packages glassware.....A L Crawford
193 " " .....Miscellaneous Orders

ROTTERDAM

33 packages earthenware.....Bawo & Dotter
8 " " .....Lazarus & Rosenfeld
66 " " .....L D Bloch & Co
108 " " .....Geo Borgfeldt & Co
5 " " .....Miscellaneous Orders
6 " glassware.....Graham & Zenger
2 " " .....Miscellaneous Orders
26 " toys.....B Illfelder & Co
85 " " .....F A O Schwartz
4 " " .....A Steinhardt & Bro
1 " " .....Miscellaneous Orders

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

25 packages earthenware.....Jones, McDuffee & Stratton Co
12 " " .....A W Chesterton
1 " " .....R H Stearns Co
6 " " .....Rowland & Marsellus Co
7 " " .....E Butler

MANCHESTER

1 packages earthenware.....E Butler

GENOA

7 packages earthenware.....O Casumano
52 " " .....R F Downing & Co
28 " " .....Jordan Marsh Co

HAMBURG

84 packages earthenware.....Jones, McDuffee & Stratton Co
25 " " .....Patterson, Wylde & Co
126 " " .....Brown Bros. & Co
8 " " .....American Express Co
3 " " .....Stone & Downer Co
88 " " .....Geo Borgfeldt & Co
47 " " .....Bawo & Dotter
5 " " .....C J Pierce & Co
33 " " .....L Wolf & Co
1 " " .....L E Knott Apparatus Co
49 " " .....F W Woolworth
197 " " .....J B Moore & Co
8 " " .....Mitchell, Woodbury Co
117 " " .....Natichal Despatch Co
10 " " .....Jordan Marsh Co
1 " " .....Miscellaneous Orders

Among the Potteries
East and West

East Liverpool and Vicinity.

Plans have been drawn here for the erection of another general ware pottery which it is expected will be built at Parkersburg, W. Va. The Board of Trade of that city has agreed to give a substantial bonus, ample acreage, and a number of other concessions should the plant be built there. East Liverpool men are back of the movement. Coupled with this comes the report that the parties contemplating building at Parkersburg will remove their business from this city, one of the principal reasons given being the high cost of fuel in this State. Considerable secrecy exists locally over the building of this plant. Architects who are reported to have drawn the plans will neither affirm nor deny that they have been commissioned. It is said that the Parkersburg people have offered the local conecrn thirteen acres of ground, and that the most modern style of pottery is contemplated.

* *

The German-American China Co., one of the more recent jobbing concerns to start business in this district, has added several lines of glassware to its stock, and this ware is now being put out in packages with domestic pottery. Popular-priced lines are being specialized.

* *

Hon. G. F. Hankins, of Lexington, N. C., who is one of the latest to enter the jobbing trade of the South, was in the district during the past week. "With good weather, business will take a decided spurt in our territory, and the summer season should be a good one," said he. Mr. Hankins is a member of the North Carolina Senate, and says that sessions of the Legislature there are brief, for members are only entitled to receive $6 per diem for sixty days' work. Should the session continue longer than that there is no salary forthcoming.

* *

Three buyers representing Butler Bros. were in the district last week. The party included Joseph M. Watte, from the Chicago office; W. H. Luke, St. Louis, and H. S. Correll, New York. Mrs. Correll accompanied her husband, and several interesting events were planned for the evenings to render her stay here pleasant.

* *

John T. Cartwright, of Cartwright Bros., has returned from a brief Western trip. The new toilet shape in preparation by this firm has not yet been christened.

* *

The Homer Laughlin China Co. took an active part in the campaign waged here during the past fortnight to raise $100,000 for Y. M. C. A. purposes, and came forward with $5,000, the largest individual subscription. W. E. Wells is general chairman of the executive committee, and did yeoman service on behalf of the cause.

* *

An "open stock assortment" is the latest idea of the Potters' Co-operative Co. On the bottom of each piece in the assortment is a number which corresponds with a record in the home office. Dealers can therefore order any item they want, and obtain the same decoration as before.

Trenton.

Improvements that will represent an outlay of over half a million dollars are to to be made in this city by the Pennsylvania Railroad Co. Included in the proposed changes will be an addition to the local freight station which will double the capacity of that building. As the bulk of the pottery goods is shipped over this road, the proposed improvements are of particular interest to pottery manufacturers. This decision has been reached after several conferences with the committee which the Chamber of Commerce appointed to take up the question. Among the members of this committee were John A. Campbell, William S. Hancock and O. O. Bowman, all of whom are heavily interested in the pottery industry.

* *

Governor Wilson has sent to the Secretary of War the New Jersey Legislature's resolution appropriating $500,000 for the proposed inland waterway across the State. Great savings to nearly all of the manufacturing concerns in this city would ensue in such an event,

as schooners of 600 tons capacity could then come to this city and unload their cargoes almost at the very doors of the various plants.

* *

Mr. and Mrs. Welling G. Titus are rejoicing over the arrival of a baby daughter, their firstborn. Mr. Titus is well known in the trade, being connected with the selling force of the Trenton Potteries Co.

* *

While assisting in unloading a cargo of material at the wharf of the Resolute Pottery last Thursday, William Chumar, an employee of the pottery, tumbled into the canal, and was only saved from drowning with considerably difficulty.

* *

The Mueller Mosaic Co. has produced two exquisite mural panels representing Easter lilies growing from a large ornate vase, to be placed at either side of the chancel in the chapel at the House of Mercy, Port Jefferson, L. I. One of these panels has for several days been on exhibition in a local shop window. It is four feet in height and ten inches wide, composed entirely of ceramic mosaics. The vase is in varied tones of red, with a blue background, against which the white lilies stand out effectively. The work is constructed of half-inch tiles, except the lilies, which are of neatly-carved and fitted pieces. The coloring is very soft and refined.

Akron, O. Fire caused about $1,000 damage to the plant of the Summit China Co. last week. The blaze, of unknown origin, started in the warehouse, and for two hours the firemen were kept busy. A shortage of water hampered them considerably, and it was necessary to pump from a near-by stream.

Shreveport, La. The plant of the Marshall Pottery Co., which was put out of business several months ago by fire, has been rebuilt and is now in active operation on stoneware specialties. The pottery is under the management of William Ellis.

Parkersburg, W. Va. The contract for the machinery to be used in the new Lessell art ware pottery at this place has been awarded to a Zanesville, O., concern.

Coshocton, O. The plant of the Pope-Gosser China Co. is operating to capacity—and that means a lot since the additions to the factory have been completed and its facilities enlarged. New treatments are being shown continuously on the "Louvre" shape, and the largest part of the business of this company now is on dinnerware. The grounds surrounding the pottery have been much beautified by the planting of shrubbery and lawns.

SPECIAL NOTICES.

The cost of advertisements under this heading is $1 for the first and fifty cents for each following insertion for each half inch of space (30 words). PAYABLE IN ADVANCE.

HELP WANTED.

WANTED—A few live traveling salesmen in good standing with the trade, especially in Central Western and Southern States. High-class gas and electric portables, fixtures, etc. Exclusive territory and generous commission to right parties. THE SALO MANUFACTURING CO., Binghamton, N. Y.

SALESMAN WANTED—By an old-established house, an experienced man to sell hotel china and glassware in New York and vicinity. Must know the line thoroughly and have a following. All communications will be considered confidential. Address, giving full particulars, HOTELWARE, this office.

SITUATIONS WANTED.

POSITION WANTED—By young man, twenty-four, who is experienced bookkeeper and typewriter, and has salesmanship ability. Long hours and hard work no objection. Salary nominal. Address W. I. T., this office.

BUSINESS OPPORTUNITIES.

WANTED—Reliable house to represent us in the Middle West and South, to handle our own special lines: either china, vases, baskets, antimony or toys. Correspondence solicited. Address Box 756, this office.

FOR SALE.

FOR SALE, GLASS SAND.—In Alabama, forty-seven miles from Birmingham, we have sixty-five acres of sand suitable for glass making. Full analysis of the material has been made. Can arrange for free site, and the property is available for a stock company, to be composed of responsible parties, on exchange stock basis. J. W. WHITE, Gen. Ind. Agt., S. A. L. Ry., Dept. 61, Norfolk, Va.

AN OPPORTUNITY THAT COMES BUT SELDOM TO BUY AN ESTABLISHED BUSINESS.—A china, glass and silverware business, established since 1812, doing $50,000 yearly, in heart of Philadelphia's business district, is for sale. Principal clientele among hotels, boarding houses, institutions, restaurants and family trade. Can be increased by canvassing. Owner will sell at stock cost, asking nothing for good will, as other interests demand all his time. Entire new stock bought for present store two years ago. Lease to run three years more. Address Box 757, this office.

NEW FREIGHT SERVICE from East Liverpool, O.

Buyers of pottery should insist shipments—either bulk or packages—be routed over Erie, Youngstown and Ohio River railroad (the new railroad into the pottery centre) from East Liverpool. Traffic arrangements with all steam roads throughout the country, enabling advantageous routing and rating to any point in the United States, Canada or Mexico. For rates, apply to any agent or J. J. CHANDLER, Chief Tariff Bureau, Leetonia, Ohio.

Around the Glass and Lamp Factories.

Pittsburgh and Vicinity.

As exclusively announced in the JOURNAL last week, several Pittsburgh lighting fixture concerns plan to retire from the retail trade, and the first to go is the Pennsylvania Gas and Electric Fixture Co., Empire building. The entire stock of this concern has been bought by the Weldon & Kelly Co. for fifty-five per cent off the factory cost. With the addition of this stock the Weldon & Kelly Co. becomes one of the largest distributers of lighting fixtures, globes and shades in the Pittsburgh territory.

The meat packing houses are using a better grade of glass for their products than formerly, according to several glass manufacturers. The far western houses have been getting considerable special mold work done this year.

The general offices of the Beaver Valley Glass Co. and the H. C. Fry Glass Co. have been consolidated, and hereafter the business of the former concern will be transacted in the offices of the Fry company. The Beaver Valley plant will make a special feature of blanks for light cut and etched ware, and a number of new lines are to be developed. The bar goods line is being increased, and the plate etched department will also receive especial attention. Both plants are running full. The Fry company will have a new catalogue ready for the trade during the present month.

At the offices of the United States Glass Co. the news came last week of the death of Jorge Fortun, of Havana, Cuba, who has been representing the company there for nearly ten years. He had been ill for a long time. Business associates of Mr. Fortun will continue to represent the "States" in that territory.

Philip Semmer, manufacturer of domes, portables and electroliers, announces that a new line will be shown early this month that will be entirely different from anything now on the market.

The demand for soda fountain supplies so far this season is very good. Sundaes are moving nicely, and the plain patterns are in demand. Soda tumblers are now being shipped on orders booked during the early part of the season. Wholesale drug dealers have been the best buyers of these lines.

Report is current that the offices in the Lewis Block now occupied by glass factory representatives are to be vacated within two months in order that the building may be razed for hotel purposes. It is generally believed that all of these offices will be located in the Henry W. Oliver Building.

Decorated burnt-in lamps are now being shown by the United States Glass Co. An attractive line has a gold border around the bowl and foot, and the new patent "States" collar. New assortments of popular-priced fancy decorated articles are being arranged and will be ready next week.

A cheese plate with glass inset is a late creation of the Dorflinger factory. It is in the new "Thistle" treatment, and is shown in different sizes.

The Rochester Cut Glass Co. has completed the furnishing of its new sample room, and over 400 different cuttings in tumblers and sherbets are on display.

An addition has been completed to the mold department of the H. C. Fry Glass Co.'s plant which will increase the capacity about one third.

Lancaster, O.

A sprinkler system has just been installed in the factory of the Lancaster Glass Co. The company has recently appointed the W. H. Dunn Sales Co., 54 Murray street, New York, representatives for New York and vicinity.

Wheeling, W. Va.

The Haskins Glass Co. are putting out new globes and shades called the "Haskins-Lucida." The glass is as pure as alabaster and diffuses a soft light when used in conjunction with tungsten lamps

that is very restful and pleasing to the eye. A large variety of shades are made, and more molds are in progress of construction. They are ideal for decorative purposes, and every dealer should send for samples.

ENGLAND IMPORTING CUT GLASS BLANKS.

IN its April issue, the London "Pottery Gazette," referring to the importation of cut glass blanks into England, says: "This is an injustice to British glassmakers, and as the glass is not nearly so good as British flint glass it is also an injustice to the public who buy the goods. Our attention has been drawn to a paragraph in an American journal in which the question of 'cutting blanks' in the United States is dealt with. The selling of these 'blanks' with only the scalloped edges and bottoms cut, as 'cut glass,' is denounced by the glass manufacturers as 'demoralizing,' and they are organizing a plan to check it; and probably they can do it, because in the States these blanks are sold with the condition that 'every mitre and figure must be cut, and not merely polished.' The difficulty in England is not so much the selling of 'cut over' pressed glass for 'cut glass,' as the cutting of patterns on foreign glass and selling it as British cut glass. The only way we have of dealing with these offenders is by prosecuting them for giving false trade descriptions."

MAYER
CHINA

VITRIFIED BODY & HARD GLAZE
FOR USE IN HOTELS, CLUBS, RESTAURANTS
INSTITUTIONS &c.
UNDERGLAZE BORDER PATTERNS
COLOR LINES &c. &c.
BADGES, NAMES, MONOGRAMS &c.

SOLD THROUGH THE TRADE

CORRESPONDENCE INVITED

THE MAYER CHINA Co.

BEAVER FALLS, PENNA.

Jones, McDuffee & Stratton Co.

Fine Pottery, Glass and Lamp Merchants,

(TEN FLOORS,)

25 to 39 Franklin, cor. Hawley St., BOSTON, MASS.,

Offer the following STOCK PATTERNS of Decorated Ware, which, being carried in abundant lines, both open and in original packages, can be supplied promptly, and at lowest market values:

BLUE SPODE'S TOWER,	W. T. Copeland & Son.
MONTEREY.	Ridgways.
Flow Blue MEISSEN, Onion pattern	"
Old Blue WILLOW,	"
The ORLOFF,	"
The BRIDAL WREATH Hotel	"
The GENEVA. Hotel,	"
The MILAN, Hotel	"
Green Illuminated FLORENTINE,	Johnson Bros.
The REGENT,	" "
The SANTOS, White and Gold,	" "
The HAVELLA,	" "
The GROSVENOR,	" "
The BARODA,	" "
The MIKADO, Green and Gold,	" "
The WHITE HOUSE, White and Gold	" "
The VALENCIA LACE HOTEL,	"
The GOLDEN CHAIN,	Alfred Meakin, Ltd.
The WINDERMERE, printed and gold,	"
The MARSEILLES,	"
The SENATE,	"
The ALEXANDRA,	Booths, Ltd.
The LANDSEER,	W. H. Grindley & Co.
The HOFBURG, Flow Blue and Gold,	" "
The ROSALIND, Green and Gold,	" "
The EMPIRE,	Upper Hanley Pottery Co.
Old BLUE CANTON China Hong Kong.	
Old BLUE FITZHUGH China, "	
Green and Gold MEDALLION Canton China, Hong Kong	
LACE BORDER and ROSETTE,	Royal Worcester Porcelain Co.
Green FESTOON	" "
The VIGORNIA China, White & Gold Encrusted,	"
The MALVERN, MULBERRY and DOVE,	"
The TUNBRIDGE China,	Doulton & Co
The ST. LAZARE SPRAY,	Haviland & Co. China.
The DONHOFF	" "
The SPRINGTIME,	" "
The MONTEBELLO,	" "
The SONDERBURG,	" "
The NORMA.	" "
The PRINCESS,	" "
The AMSTEL	" "
The ST. GEORGE, Gold Encrusted	" "
The FRONTENAC,	" "
The COUNTESS,	" "
The AUTUMN LEAF,	" "
The CASTIGLIONE	Porcelaines G D A China.
The MALABOR Hotel,	" "
The BALUSTERE Hotel,	" "
The CALVADOS, Encrusted Gold,	" "
FONTAINBLEAU,	" "
BLEU DE FOUR, Encrusted Gold. The NAVARRE.	J. Pouyat
White and Gold Encrusted, the LORRAINE,	" "
The ATHENA	" "
The NARBONNE, Green Band and Gold Lace,	" "
The FONTENAY,	R. Delinieres & Co.
The LAFAYETTE,	Villeroy & Boch, Dresden.
The FULDA, Austrian China.	
The MUNICH, "	
The GRENADA, "	
The LONATO, "	
The BARONIAL, White and Gold, Bavarian China.	
The CZARINA,	Theodore Haviland & Co
The LOUVRE,	" "
ALTADENA, Border Hotel,	John Maddock & Son
Mason BLUE CANTON,	Ashworth Bros.
Royal Dresden BLUE ONION Porcelain	Crossed Swords brand.
MEISSEN CHINA (Dresden) Blue Onion.	
The ODESSA, White and Gold Encrusted,	John Aynsley & Co.

and others which for lack of space cannot be enumerated here.

Also, Grindley's W. G. and Johnson's White Semi-Porcelain; Alfred Meakin's W. G., Haviland White, Gold and Decorated china, and Staffordshire, German, Japanese and French China Novelties; also the best things from the Greenwood Pottery Co., Lenox, Onondaga China, Knowles, Taylor & Knowles, and others.

New Stock Patterns constantly being added; and while we mean to be able to match up past stock patterns we are having the best up-to-date new stock patterns.

Our facilities for readily matching STOCK PATTERNS will be appreciated when we state the fact that we have upwards of 8,554 BINS occupied in our sixteen lofts.

☞ **"Stock Patterns" which cannot be readily matched cause more annoyance than profit.**

JONES, McDUFFEE & STRATTON CO., Boston

Théodore Haviland

Limoges,

FRANCE.

Theodore Haviland & Co.

NEW YORK

Announce their removal to their new offices and salesrooms in

THE FIFTH AVENUE BUILDING

Fifth Avenue, Broadway and 23d Street

MADISON SQUARE

OFFICES :

301, 302, 303, 304, 306, 308, 310, 312
314. **316**, 318

OUR BORAX PRODUCTION.

IN 1909 the production of borax in the United States was 41,434 short tons, valued at $1,534,365, an increase in quantity, as compared with 1908, of 16,434 tons, and in value of $559,365. The quantity stated is the crude material mined and the value is fixed according to the percentage of anhydrous boric acid in the ore. All the output in 1909 was derived from two mines in Inyo and Los Angeles counties, Cal. The principal source of production is the Lila C. mine, in the Death Valley section of Inyo county. From this property, owned by the Pacific Coast Borax Co., the larger part of the colemanite mined is shipped directly to the company's refineries at Bayonne, N. J., and Alameda, Cal., but some of lower grade is calcined at the mine before shipment in order to concentrate it and to reduce freight costs. The other productive mine is that of the Sterling Borax Co., near Lang station, in Los Angeles county. This property first became productive in 1908. Its product is colemanite, which is shipped to refineries as mined without previous concentration or other treatment. The only other mines in the state showing activity in 1909 were those of the Russell Borate Co. in Ventura county, where considerable development was done on two claims, but no ore was mined on a commercial scale. Since the close of 1909 this property has become productive. Most of the old mines of the state, which were closed in 1907 at the time of the sudden drop in prices, still remain idle, with but little prospect of starting up again, for the present, at least. Most of these properties mined low grade "marsh" material, which no longer pays. Since the colemanite mines have been worked on a large scale, the marsh or dry lake deposits have been neglected. Borax, instead of being made in a crude manner in the marshes, is now made exclusively in the refineries of the large borax companies in California and at Eastern points.

New sources of consumption are constantly being sought by the producing companies. About one-half the borax consumed is used in the enameling industry for making kitchen and sanitary ware. Each year some new use for it is found, and efforts are being made to stimulate its use for all possible purposes.

The imports of foreign material continue to decrease, the needs of the United States being fully met by the output of the California mines. The greatest sources of the world's supply of this material are California, Chile, Peru, and Asia Minor.

IT is just a matter of time when the subscriber to the CROCKERY AND GLASS JOURNAL begins to realize substantial economies in buying by being thoroughly posted on trade affairs and through a knowledge of the market's offerings acquired by studying the advertisements therein.

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CROCKERY AND GLASS JOURNAL

NEW YORK, MAY 11, 1911.

THE CONDITION OF BUSINESS.

New York. Buyers were a little more numerous the past week—in fact, more arrived than in any one week for a month. Mail orders came in fairly well, and on two days were remarkably good. As has been the case all through the season, the traveling men are meeting with varying success. In some places a very fair trade is obtained, and again a man may travel for a week and hardly pay expenses. Business in the city is now down to summer conditions, and as such is about normal.

A retrospect of the first four months of the year shows that trade was not as bad as current talk would lead one to suppose. Although April was unusually quiet, the total volume of business up to the first of May was equal to that of last year. This was brought about largely by the scheme goods houses and the five and ten cent concerns, which bought fully as much and in many instances more than they did last season. These liberal purchases suggest the inquiry as to whether or not this class of business is injuring regular trade more than is usually laid to its door. Statistics are not avairlable as to how much is marketed to the scheme houses and gift enterprise concerns. There are a number of potteries in the country that are run almost exclusively on this class of goods, and very large import orders are also given for the same purpose. The five and ten cent stores are undoubtedly the largest purchasers of crockery and glass in the whole country. Add to this channel of distribution that of the mail order houses, and the amount becomes tremendous. And it is not all of the cheaper grades, either. There are some who take a lot of medium priced wares. There is absolutely no remedy for this condition of things as long as consumers are persuaded that they thus secure bargains. As a matter of fact, they pay for all they get, and pay well. When a woman buys a dozen cups and saucers in a five and ten cent store she pays $1.20. She could get them from a regular dealer for a dollar.

Trade talk about conditions of general business is exactly similar to that heard in our lines. Merchants are complaining; and yet the volume of business of the United States for the past four months was as big as, if not bigger than, at any time in its history. The future looks bright. The government has just issued its report on the wheat crop up to May 1, and predicts a bumper yield. The figures show 86.5 as against 81.2 last year. Fruits and berries also give promise of big returns. All sorts of reasons are given to account for what they are pleased to call the present stagnation: the political situation, tariff tinkering, the troubles on the Mexican border, the weather—any old thing. They do not seem to understand that their very growling tends to depression. Besides, they are not consistent. It is an everyday occurrence

to hear a man say that business is rotten, and in the next breath declare that he ought not to complain, for he has gained anywhere from ten to thirty per cent over last year. Of course, there are some who have not done as much business as last season, but they are comparatively few.

We believe that before the year is over there will be a shortage of goods, and that business will start up as unexpectedly as the panic came in 1907 There has been an underconsumption of crockery and glass for three years, and stocks in the hands of retailers are the smallest in a quarter of a century.

Trenton. Business suffered a decided slump during the past week. In some quarters a shutdown threatens the plants unless an unexpected large volume of business is received shortly, as the order books are nearly cleared up. To add to the troubles of manufacturers, collections are also coming in very slowly.

Pittsburgh and Vicinity. Some of the glass factories in this district are loaded with orders, while others admit they are not so fortunately situated. Souvenir goods, such as are sold in summer parks and resorts, are in demand, and soda fountain lines are moving nicely. Light cut ware is also having a ready sale with some manufacturers.

East Liverpool and Vicinity. There is a decidedly better feeling in the Western pottery market. Orders are more liberal, and an improvement in collections is reported generally. The downcast spirit which has been evidenced in a number of instances during the last few weeks has disappeared Dinner ware is moving stronger, and specialties are selling well. A few days of sunshine have brought gladness to the manufacturers.

Sebring, O. All potteries here are working on satisfactory time, and while they are not operating to capacity there is enough business on the books to keep all of them on the active list.

BOHEMIAN GLASSWARE AND PORCELAIN.

AN industry that for centuries has flourished and is well known in all parts of the civilized world is the celebrated and highly artistic Bohemian glassware. Two factors have, in particular, contribued to give Bohemian glass a commanding position in the world's markets and a prominence for fine product which compares well with Venetian goods; first, the exceptionally artistic manner in which the cut and decorated glass is produced, and second, the thorough and united efforts of the trade to extend their market to every corner of the globe.

There are 2,540 factories, employing about 26,000 persons, engaged in the manufacture of glass and glassware, besides 7,500 persons employed in what is known as the house industry.

Another branch of trade which is of considerable importance in the district is that of the manufacture of porcelain. The discovery of excellent and suitable clay in northern Bohemia has resulted in the establishment of 53 factories, giving employement to 19,000 work-people. The principal articles of manufacture are vases, figures, groups, flowers, technical articles for chemical and electrical purposes, and the main markets for export are North and South America, England, Netherlands, Belgium, and the Balkan States.

BUSINESS BRIEFS.

B. L. Mercereau has opened a five and ten cent store at Scranton, Pa.

E. B. Chamberlain has closed out his five and ten cent store at Charles Forks, W. Va.

A small pottery is being erected at Cambridge City, Ind., to manufacture fancy china.

The Wilkenda System have opened a branch one to twenty-five cent store at Springfield, Mass.

The B. F. Fowler Co., Haddonfield, N. J , has been incorporated with a capital of $100,000 to conduct a department store.

The schedules of the Duffner & Kimberly Co., manufacturers of lighting fixtures and stained glass windows, 317 East Thirty-fourth street, show liabilities $128,422; assets, $155,335, consisting of stock, $75,048; models and patterns, $49,210; machinery, $14,608; accounts, $15,270; notes, $400; cash, $799.

The United Housefurnishing Goods and Five and Ten Cent Dealers' Retail Association has been formed in Philadelphia. The object of the organization is to systematize the advertising of the various stores involved, and gain the advantages of greater purchasing power by combining their purchases of stock.

A number of the department stores in Philadelphia were seriously inconvenienced the latter part of last week when the four dynamos of the Edison Electric Co. were wrecked. Gimbel's store was illuminated by gasoline lights for several nights, while the smaller establishments fixed up various shemes of lighting.

The New York Crockery and Glass District.

THE first straw hat of the season caused considerable excitement in the District Wednesday. It was worn by a youth who, conscious of the interest he was creating, and not thoroughly convinced but that it might take a definite form, was stealthily surveying the ever-increasing mobilization of boys who followed in his wake. The latter, however, merely vented their pent up feelings by hurling embarrassing remarks at the sartorial pioneer as he escaped through the swinging doors at the corner of Warren street and West Broadway.

The cheapest cut glass goblet ever offered to the trade is shown in a full-page advertisement by J. H. Venon in another part of this issue. It is thin, deeply cut, good color, full "crystal" or lead glass. It is a wonder. No one can resist buying it, no matter what condition his stock may be in. A full list of the pieces in this cutting is given. Send for prices at once.

The steadily-increasing popularity of the "shower" fixture has caused the Consolidated Lamp and Glass Co. to make special efforts on the glassware end. Hardly a week passes without the factory turning out a new idea or the reconstruction of a staple number to meet the varied demands. Probably the most popular style now being run by the factory is their No. 83, a grape arbor design. This is made for gas and electric, in small and large shades, and comes in full colors, having the details in relief. For verandas, summer cafes and home use it is very desirable. Deliveries are being made in good shape just now, but early orders are advisable to avoid disappointment.

Buyers in search of popular-priced vases that are above the ordinary in shape and design would do well to visit the showrooms of the Fostoria Glass Co. Manager Nixon has placed on display a line of these goods that has many meritorious points. The vases are well shaped and have pretty designs seldom found in popular-priced pieces. Among the samples on display are numerous items with novel conventionalized floral treatments that are in a class by themselves.

A. P. Doctor, local agent for the Central Glass Works, is showing a number of new things just in from the factory. The latest in drawn stemware is a combination needle etched and cut design of an extremely rich character. Another addition is a pear-shaped goblet in amber lustre. A graceful two drink decanter, adapted for silver deposit work, is also on display.

Edward Miller & Co.'s New York warerooms always look inviting, and the casual visitor would think there was nothing left to be desired. Mr. Holbrook, however, thought that a handsome oak library table and chairs would not only look well, but would aid in displaying the lamp goods; so he put them in. And they really do make a wonderful difference in the appearence of the front of the store.

The showroom of S. A. Weller is undergoing a thorough overhauling this week. A new steel ceiling is being put in place, and the painters are busy on the woodwork. When completed the premises will afford a fitting repository for the handsome line of samples carried.

With the first appearance of the toy cash register the idea sprang into instant popularity. The latest development of it is shown in the toy department of the Strobel & Wilken Co., and is called the universal three coin register bank. A feature of this ingenious device is that it adds and registers nickels, dimes and quarters through the same slot to the amount of $10, when it opens automatically.

The new showrooms of Paul Joseph, local agent for the Duncan & Miller Glass Co., having gone through the carpenters', painters', and mechanics' hands, are models in the way of beauty and systema-

tic arrangement. High-grade wall fixtures and glass shelves supported on nickel brackets, with large mirror backs, have been installed. The ceilings are of stamped metal, and the woodwork of Flemish oak. Among the latest samples from the factory are a ring stand, pomade and cover, and puff box with cover, in colonial designs. These goods have been having considerable call from manufacturers of silver-deposit specialties.

The display of pressed tableware at the showrooms of the United States Glass Co. is very comprehensive, and new pieces are being constantly added to the line. Indications point to pressed glass having an especially good run during the summer.

C. B. & J. Warner have installed a number of new wall brackets, with mirror backs and glass shelves, in their showroom. The fixtures add much to the appearance of the salesroom.

Several new creations in "shower lights" have been added to the display at the showrooms of the Goodwin & Kintz Co. Among them is a large one in hammered brass effect suitable for dining room or library. The shades are large, and made in a shape that is quite novel. A new line of portables, with shades of overlaid metal on art glass, is also a feature. The advantage of this type is that any broken panels can be replaced at small cost. Many additions have been made to the line of electroliers for the soda fountain trade, giving this department one of the largest assortments in the city.

NEW METHOD ART GLASS CO.'S AFFAIRS.

THE litigation through which the New Method Art Glass Co. is now passing is becoming somewhat complicated. Recently another petition asking for a receiver for the company was filed by Philip Semmer, Marshall Bros., H. L. Dixon and the American Lead Co. In this petition the court appointed the receivers previously named—the Commonwealth Trust Co. and A. J. Smith, of the McKee Glass Co. The claims of the Semmer Co. amount to $264; Marshall Bros., $600; H. L. Dixon, balance on lehr, $1,604; American Lead Co , $239.53; total, $2,708.29

On April 25 the receivers filed a petition asking leave to sell the assets of the bankrupt estate, which order was granted. On April 29 the Brown Manufacturing Co filed a petition praying for the return of property, returnable June 2 Herman Rath filed a petition asking leave to file a mechanic's lien, which order was also granted. On May 2 the petitions were referred to Master William R. Blair for testimony and report.

The petition of the receivers contained these points: "The property occupied by the New Method Co. was leased for a term of five years from the American Bridge Co. for $300 per month The machinery and furnishings are valued at about $5,000 and the book accounts at about $7,000, one third of which are doubtful. The value of the unfinished wares are valued at about $2,000, and unpaid payrolls amount to about $4,500." The petition also asserts that a storeroom at 426 Penn avenue, Pittsburgh, which was not necessary, was maintained at a cost of about $500 per month.

The receivers also petitioned to be allowed to offer at private sale or public auction the assets and property, and such an order has been granted by Judge Young. It is stipulated by the court that 25 per cent of the purchase price shall be paid on acceptance of the bid, and the remainder on the confirmation of the sale by the court.

IN TOWN.

Abbreviations—c, crockery; g, glass: hf, housefurnishings; l, lamps; t, toys; s, silverware.

THE following buyers have reported in town since our last issue:

A S Hunter, of A S & T Hunter, hf, t, Utica, N Y. 221 Fourth avenue.

W P Briggs, with Sibley, Lindsay & Curr Co, c, Rochester, N Y. 454 Broome

Miss K Sullivan, with E W Edwards & Son, s, Troy, N Y. Victoria.

B Petherick, with A T Lewis & Son D G Co, s, Denver. 17 East 18th.

F J Stanley, with Porteous & Mitchell, hf, t, Norwich, Conn. 55 White.

J B Hartord, with Gilchrist Co, t, Boston. 55 White.

J Donovan, hf, and A B Sutherland, t, with Roberts, Sutherland & Co, Lawrence, Mass. 55 White.

J Jardine, with Smith & Murray, hf, t, Springfield Mass. 55 White.

A C Hislop, with Porteous, Mitchell & Braun Co, hf, t, Portland, Me. 55 White.

E McDonald, with John V Farwell Co, t, Chicago, Ill. 72 Leonard.

M C Myers, with Miller, Rhoads & Schwartz, hf, Norfolk, Va. 55 White.

Wm O Day, with Miller & Rhoads hf, t, Richmond, Va. 55 White.

D A Richards, with Stewart & Co, s, Baltimore. 214 Church.

H E Kline with Watt & Schand D G Co, hf, t, Baltimore, 214 Church.

W H Koenig, with Thos Kilpatrick & Co, c, Omaha.

E H Wade, with W M Whitney & Co, hf, Albany, 396 Broadway.

W W Dodge, with J G Meyers Co, hf,s, Albany, N Y 31 Union square.

G H Guest, with Jordan-Marsh Co, hf, Boston. 2 Walker.

J F Goodwin, with L Dimond & Sons, t, Providence, R I. 70 Franklin.

G N Everett, with Woodward & Lothrop, hf, c, Washington, D C. 334 Fourth avenue.

J B Ivey, of J B Ivey Co, hf, Charlotte, N. C. 129 West Twenty-seventh.

J W Waldorf, with Hochschild, Kohn & Co, hf, c, Baltimore. 31 Union square.

GATES'S ADVICE TO A SALESMAN.

WHEN last in Chicago John W. Gates met a young son of one of his old friends who had just secured a new job and was about starting out on the road with a line of housefurnishings, and after greeting the lad the Wall street plunger proceeded to wise him up as to the smooth way to great wealth. It went something like this: "Look out for dry rot! Shift your job as often as you can strike a bigger house or better pay. But don't shift your territory. If I hear a fellow say that he has sold to the same customers for ten or fifteen years it looks all right to me. But if he says he has sold for the same house ten or fifteen years I smell dry rot on him or the house. While the steady-regular-same-old job confines a man to one set of energies and one modicum of brains the rest gets rusty. Tackle every new chance you get and fight it to a finish! Life's a bucket of gravel. Put it into a Pullman berth and ship it over a first-class roadbed, and the big and little stones will be at the end just as they were when it started. But dump it on a freight car with flat wheels and send it over ties that have never been tamped, and at the end of the trip you'll find the big stones on top and the little ones'll be out of sight. Keep moving, my son!"

Though that young man has been moving about from house to house "some peart" ever since, he hasn't yet done anything amazing toward success; and the star road salesman for the same line at Mandel's says Gates has the dope all wrong and that he ought to call an executive session and reverse himself.

OBITUARY.

ON May 5 passed away Horace Craighead, the old-time lamp manufacturer, aged sixty-five Mr. Craighead was a man of wonderful taste, and in his day produced some of the most elegant designs in lamps that were ever brought out. His artistic temperament was such that he cared absolutely nothing about expense and it is said that he went through three fortunes in his endeavor to produce high-grade goods. A polished gentleman, unusually fine-looking, and of courteous demeanor, he made many friends. He was originally of the firm of Craighead & Kintz, Ballardvale, Mass., and afterwards head of Horace Craighead & Co., with offices on Barclay street. Later he was connected with a firm in Connecticut for a short time. For the last half a dozen years he had been engaged in real estate transactions.

The many friends of Enoch J. Adams, aged sixty-four, the well known glass salesman, will regret to learn of his death at Pittsburgh last week. He was a brother-in-law of Harry Felker, for a number of years New York representative of the National Glass Co. Mr. Adams had been in failing health for several months. For nearly thirty years he had been identified with the glass business as a salesman, first with the former Thomas Evans & Co., and later with the Macbeth-Evans Co. He was a member of the Masonic fraternity and a Templar. Burial was in Homewood cemetery, Pittsburgh.

John Kidd, formerly a potter of East Liverpool, shot and killed himself on Monday at Steubenville, O. A chronic headache from which he suffered is thought to have unbalanced his mind.

AT CHICAGO.

WESTERN crockery jobbers are greatly elated over the final settlement of a long-standing dispute with the railroads over a rule which compelled their salesmen to pay excess baggage on the bulky though not excessively heavy trunks which the proper packing of delicate wares compels them to take with them. Last week the merchants were notified that the Eastern trunk line association had come to the merchants' view of the matter, and an intimation was conveyed that the Western trunk line association might do likewise. Such an arrangement would allow as free baggage any trunk not over 45 inches over its longest surface. All trunks of longer dimensions than 40 inches were formerly subject to excess charges.

* *

Mandel Brothers have leased several upper floors of the building on Michigan avenue lately occupied by the mail order house of Montgomery Ward to accommodate their housefurnishings department, in which they have established a large studio exclusively for china pottery decoration.

* *

Burley & Co have lately opened in the Steger Building, 60 East Madison street, on the street floor, several elegantly-fitted showrooms for their cut glass

and silver displays. Many other crockery and glass jobbers and manufacturers have taken space in the same building.

* *

This week The Fair department store is putting on a large sale of Theodore Haviland china in very dainty and quaint patterns and decorative designs of delicate coloring.

* *

Crockery men were conspicuously active in the meeting of the Travelers' Protective Association at the new Hotel Sherman last Friday night.

* *

Edward J. Koch, Arthur E. Meir and Thomas Singleton have organized a $150,000 corporation to be known as the Koch Cut Glass Co. for the purpose of manufacturing and dealing in cut glass, and will begin operations as soon as the plant and equipment can be made ready.

* *

C. F. Gosser, of the Pope-Gosser China Co., Coshocton, O., came to Chicago on Monday to meet J. P. Carling, the general factory salesman of the company, at the office of the Ira A. Jones Co., who are the Western sales managers for the house. After the conference Mr. Carling continued westward to Denver.

* *

J. R. Thompson is about adding another to his long chain of restaurants by the lease of a fine corner in the new Mayer Building at Wabash and Adams streets, and will be in the market for an elaborately decorated special service of tableware.

* *

General Manager M. E. Paxton of the dining car service on the Rock Island system has completed the renewal of his tableware outfit by a large order placed with Burley & Tyrrell.

* *

Authority has been granted to Anna Ahern, Owen Ahern and Arthur Ahern to form a $10,000 corporation to be called the New Gault Hotel Co. for the purpose of operating a hotel and restaurant in Chicago, and as soon as the organization is complete the company will be in the market for something unique in the way of tableware.

* *

Frederick W. Spels, Thomas J. Gaytee and J. S. Russell have organized the Decorative Art Glass Co. of Chicago for the purpose of manufacturing and dealing in decorative art glass for lamps and for other purposes of household ornamentation. Capital $10,000.

* *

Among the buyers here within the past few days were: D. S. Van Sickle, Bedford, Ia ; W. J. Rosborough, Marshall, Tex.; M. P. Watts, Camden, Ark.; G. G. Sterl, Abilene, Kan.; G. A. Brown, Grinnel, Ia.; E. S. Bryan, Luna Landing, Ark.; W. F. Meershal, Amana, Ia.; Edward Anderson, Ossian, Ia.; C. Holtzschue, Oklahoma City; N. C. Foster, Fairfield Wis.; W. J. Woolman, Three Oaks, Mich.; T. F. Brink, Nashville, Ill.; L. Warner, Summitville, Ind ; S. Mayers, Fairmount, W. Va,; G. T. Wiswall, Madison, Wis.

CUT GLASS TABLE DECORATIONS.

THE new cut glass centrepieces for table show a variation from the deep all-over style of cutting to a cut nearer the surface which leaves more plain spaces, thus bringing out more distinctly flowers, leaves, vines, etc.

But after all it is the shape and mounting of the newer pieces which are their greatest attractions. Speaking generally, there are two leading styles of these centrepieces, the flat and those of branching effect. The more stylish of the latter are not more than twelve inches high and have a slender, vinelike silver or gold support. Half a dozen or more small horn-shaped projections radiate from the support at different angles, each designed to hold flowers. The variations of this style are many. In some designs there is a large centre bowl from which branch out smaller receptacles shaped like elongated tulips, orchids or wide water lilies, with in some cases cut glass leaves to match. Filled with flowers the effect of this holder is charming.

One design shows four receptacles shaped like long calla lilies with long stems, the ends of the stems rooted in a cut glass placque. Almost any size may be had in these designs, some spreading out horizontally eighteen or twenty inches. A variety made of tinted glass is included, but the pure white cut glass designs are the most beautiful.

The very latest models include large flat, round or oval dishes about six inches deep, with or without several tulip-shaped projections from the rim slanting outward and having a gold or silver wire lattice cover designed particularly to use for short stem fine flowers. This cover removed, the dish can be filled solidly with larger flowers, the projections of course being filled to match.

Other very beautiful cut glass pieces for the centre of the table are shaped like tall French baskets with a bowed handle, the shank of the basket made hollow to hold water. More costly than any of these described are oblong and round cut glass centrepieces which rest in skeleton gold holders raised on standards one or two inches from the table, the top of the holder reaching about to the middle of the dish or a trifle higher. Most of these dishes are fitted too with a lattice wire top to use for short stem flowers, and there is a variety of sizes shown.

One of the oldest and best liked of the cut glass

table flower holders is a comparatively small flat bowl resting on a very large plaque which projects seven inches or so all around the bottom of the bowl, the glass cut in a leaf design. The bowl has a silver wire removable top. Another form of cut glass for table decorations is the candelabrum topped with antique silver; that is, an inch or two of each branch is silver, the remainder of the branches and all of the shank being of elaborately cut glass.

In line with the candelabra, although not designed for the dinner table, are wonderful lamps of cut glass illumined by electricity. The dome, which conceals the electric bulb, the body and supports, every part of the lamp in short, is of heavily cut pure white glass which scintillates charmingly even when not lighted up.

AT BOSTON.

AFTER a four months' trip in which he traveled around the world, John J. Curry, crockery and glass buyer for Houghton & Dutton, arrived home Friday. As far as known, Mr. Curry is the first china buyer to be sent by any store in the country on such an extended trip as this. Leaving here December 27 last, he went to 'Frisco, thence sailing for Japan. Five weeks were spent there among the various potteries, and Mr. Curry says he has taken on a decided Japanese brogue. His next long ride was across Siberia, taking ten days and nights, which landed him in Moscow. Following this he visited Berlin, Carlsbad, Austria, Paris, Limoges, and England. He covered practically thirty thousand miles. "The best class of hand pottery decorators get 40 cents a day in Japan," said Mr. Curry. "In America the same workmen would get $6 a day. It is all nonsense when you hear about how cheap it is to live in Japan on an American basis; as a matter of fact, it costs, more. Without a question, English is the commercial tongue of the world." Mr. Curry added that he found the Crockery and Glass Journal everywhere on his travels.

J. S. Dawes has taken the representation of a line of Austrian china.

G. E. McFarlin, J. J. Dunn and J. W. Power, the Pittsburgh Lamp, Brass and Glass Co. trio, have returned from a trip through Maine. They report general business a trifle slow, owing to backward weather conditions.

The Boston trade received a number of rush orders for china, glass and lamps of various kinds as a consequence of the big Bangor fire.

M. A. Lovell, traveling representative of the United States Glass Co., is showing the line to the Connecticut trade.

J. Frank Hinckley has added to his lines that of the Art Specialty Co., of Trenton, N. J, who make silver-deposit ware.

Geo. W. Beals has returned from a business jaunt to Baltimore, Philadelphia and New York.

One of the largest and most comprehensive advertisements of crockery and glass was published last week by the Jones, McDuffee & Stratton Co It was a list of nearly four hundred items, and occupied two entire newspaper columns.

Two Lawrence, Mass., buyers in the district this week were Mr. Donovan, with the Roberts & Sutherland Co., and John F. Tucker, with Reed & Hughes. B. J. Twitchell, with the R. A. McWhirr Co., Fall River, was also here.

Henry T. Edwards, the Fostoria Glass Co. man, has received samples of a line of blown ware with a gold band.

Morris Caro, with the Mitchell, Woodbury Co., is featuring a new imported opal top goblet designed to serve milk.

"I am firmly convinced that the multiplicity of automobiles is responsible for a comparative shortage in the crockery business," says Jerome Jones, head of the Jones, McDuffee & Stratton Co. "A family has just so much money," he continued, "and if spent on an automobile something must be sacrificed. I believe that this directly affects our industry as a whole Many families of the foregoing character now buy cheaper china and glassware."

Mr. Bigelow, glass buyer for W. G. Brown & Co., Gloucester, was one of the "infrequent" visitors here.

H. E. Bellows, jeweler, Stoneham, Mass., has a fine window display of smokers' articles. He also handles cut glass.

W. L. Woodward, with the Warwick China Co., Wheeling, W. Va., and Harry Muirheid, with Maddock & Miller, New York, greeted the trade on Monday.

A CAREFUL estimate shows that over eighty per cent of the entire crockery, glass and fancy goods business in this country is handled by distributers who are subscribers to the Crockery and Glass Journal. Our advertisers therefore have the entree to the largest and most select army of buyers in the country.

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

Published Every Thursday
BY
WHITTEMORE & JAQUES, Inc.,
92 West Broadway, New York.

EDITORIAL ROOMS, TEL. 5092 BARCLAY.
MECHANICAL DEPT., TEL. 5086 BARCLAY.

SUBSCRIPTION RATES, INVARIABLY IN ADVANCE:

United States	$2.00
Canada	3.00
All other foreign countries in the postal union	4.50
Single copies	.10

In remitting subscriptions please send Postal Money Order.

Make all checks and drafts payable to Whittemore & Jaques, Inc. Out-of-town checks should bear the words "With New York Exchange."

Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, MAY 11, 1911.

STOCKS IN THE HANDS OF RETAILERS.

MANY years have elapsed since stocks in the hands of retailers were as low as at present. Buyers last fall were ordered to procure only what they needed, as stocks must be reduced. This was done, and after stocktaking in January and February the shelves, counters and bins were found to be pretty empty. Again, importations for the last three years were much below the three years preceding 1907. American manufacturers found their sales dwindling until last year. In 1910 their sales increased materially, but judging from the way goods were ordered it was evident that dealers were not stocking up, for all were in a hurry to get their wares as quickly as possible. Since the first of the year hardly anything has been bought for stock. What has been purchased for immediate delivery was sold before it was ordered. One exception may be made. What are known in the trade as "fancy goods"—that is, strictly ornamental wares of the medium-priced varieties—have been a drug on the market for two years. The richer grades, such as bronzes, marbles, and fine pottery and glass, while they have not been in great demand, have sold fairly well.

Meanwhile retail trade has been going on. Buyers all through these lean years have steadily asserted that their sales were about normal or had increased. They had some stock to draw from. So far as can be remembered, they were not overstocked in 1907, for it is not yet forgotten that up to the first of October of that year buyers were howling for goods. When the slump came thousands upon thousands of dollars' worth of "fancy goods" were countermanded, as some of the importers have cause to regret. It was these countermanded wares which were thrown upon the market, together with contract goods from Europe, at such low prices that dealers were tempted to buy rather heavily. And they have some of them yet, though happily the wares have moved sufficiently to greatly reduce the amount on hand to-day, and the time is not far away when there will be a shortage in these very lines, as anything like a normal business would clear them out in a short while. And as few are buying new goods, the dealers will awake some fine morning to find that they are out of them.

To an unbiassed observer it would seem as if a like condition were likely to occur with regard to more staple wares. With low stocks and no orders in, a spurt of business, let alone a steady trade, would catch the average retailer without the means of supplying the wants of his customers. He will of course have goods on his shelves, but they will be largely in the line of "tailings." Every retailar is bound to accumulate a certain amount of old stock There is less of this on hand than usual, but there is some. No matter how good the quality, if it is old it will betray the fact. Styles change rapidly, and the women who do the buying for the home are so well versed in the matter of fashions that they are not easily deceived. When a housekeeper wants to buy and is willing to pay a fair price the old stock will not count for much.

How, then, are the retailers coming out? The number of wholesale stock houses is small, and their stocks limited as compared with the demand that is likely to arise. The jobbers were absolutely denuded of imported goods last year, and their orders for this season are not yet filled. Few of them carry high grade wares, at that.

Should there be a revival of trade within a few months, which is not at all unlikely, those dealers who have reduced their stocks to almost nothing and who have bought little so far this year will find themselves in an embarrassing position, to say the least.

ENGLISH LABOR TROUBLES ENDED.

AT a conference between representatives of the manufacturers and workmen recently the operative potters in the North Staffordshire district, England, withdrew their notice of intention to strike. The manufacturers granted flat pressers an advance of five per cent for three years, and announced their intention to endeavor to standardize sizes and prices.

These terms have been accepted by the men subject to a provision that the question of standardizing prices and sizes should be referred to a board of arbitration if the propositions are not finally settled before March 25, 1912. As a result of the conference, work in the Staffordshire district is progressing as usual.

PERSONAL.

GOLF talk caused "Joe" Fisher, of Fisher, Bruce & Co., Philadelphia, to "hole out on the wrong green" when he was here last week. He became so much interested in discussing the game with "Billy" Magee that the time for catching his train came before he knew it, and he left in somewhat of a hurry, with the result that when he reached home he found that he had an old coat of Mr. Magee's, and had left a nice new one in its place.

E. H. Bennett, who has been on the staff of the "Salesman," has tendered his resignation in order to go into business with his son at 35 Barclay street. They will show lines of wire goods, enameled ware, lamps, premium goods, novelties, etc.

W. S. Pitcairn, E. F. Anderson, John J. Miller and his son Meredith, and C. H. Woodbury of Boston will sail on the "Carmania," leaving May 20.

Geo. B. Jones and his wife are booked on the Arabic for Europe, sailing May 20.

Louis J. Clarke, with B. Lowenstein Bros., Memphis, Tenn., is in town buying. He says crops are good in his section of the country and that prospects of a big trade in the fall are good.

W. P. Briggs, with the Sibley, Lindsay & Curr Co., Rochester, N. Y., made a circuit of the District on Tuesday.

Mr. Goldsmith, china and glass buyer of the Berlin, Brooklyn, who was reported in a contemporary as having accepted a position as buyer for J. L. Kesner, Chicago, in a new store to be opened here, denies that he has made such arrangements.

J. O. Tilden, with John Maddock's Sons, Trenton, will make a tour of the United States and Canada lecturing to architects and plumbers of the various big cities, and incidentally running over to Honolulu to enlighten the builders there on the merits of Trenton pottery products. The scheme is one of the largest ever attempted by an American manufacturer.

J. H. Venon returned last week from an extended trip covering both East and West. He had an excellent business on glass, and also did well on his china lines.

L. D. Seixas is back in his place with Higgins & Seiter after an illness of nine weeks, all right again except that he is a little weak. At one time his life was despaired of.

Alex. H. Patterson, of the Phoenix Glass Co , is making a trip through the West to meet old friends both in the trade and out. This week he was in Seattle, having been to Los Angeles and San Francisco. He will return by way of Denver.

One of the toy men who made purchases during the week was A. S Hunter, of A. S. and T. Hunter, Utica, N. Y

A. B. Southerland, of Roberts, Southerland & Co,, Lawrence, Mass., made a circuit of the toy houses this week.

A. C. Hislop, with Porteous, Mitchell & Braun Co., Portland, Me., was observed in a number of housefurnishing goods warerooms early this week.

In a letter from Detroit, George Hamilton speaks encouragingly of business prospects there,

Alfred G. Moment is due back fron his trip on Monday.

Justin Tharaud came home on Tuesday from an extended trip through the West, and reports fair success.

Miss Mann, with Marshall Field & Co, Chicago, who returned from Europe last week, was in the District for a few days.

D. F. Richardson, of the Burley & Tyrrell Co., Chicago, who was expected to arrive from Europe this week, was detained, and will not be in New York until next week.

Oscar F. Zeiller, with B. F. Drakenfeld & Co., is serving his country at the munificent remuneration of twenty-five cents a day as a juror in the muni-

cipal court. He knows a whole lot more about how Brooklyn people pay their rents than he did a week ago, and says he would rather sell potters supplies than help landlords collect money.

⚜

Wm. M. Oddie, with the Geo. H. Bowman Co., Cleveland and New York, is expected home from Europe the latter part of next week.

⚜

A. J. Wood, one of the designers at Doulton's, England, who has been visiting this country, sailed for home on the "Baltic" last Saturday.

⚜

Geo. H. Bowman, of the Geo H. Bowman Co., who has been spending a week in this city, went home to Cleveland on Tuesday night.

IS THERE ANY GOOD REASON WHY?

WHY should not clerks be known by name to store patrons as much as possible?

Would it not make business transactions more pleasant?

Would it not help trade?

Would it not lessen mistakes and misunderstandings?

Would it not aid in correcting and adjusting such contingencies?

Would it not serve as a check on indiscriminate complaints against the store and its employees?

Would it not prevent in a measure attempts to escape responsibility for error, neglect or failure in the performance of duties?

Would it not aid in improving the manners of all—clerks and patrons, and children in particular?

Would not clerks feel more honored than simply to be known by number, or as the clerk in such a department or at such a counter?

Would they not entertain a better feeling toward their employers?

Would they not be more loyal to the store?

Where a firm desires to show the utmost courtesy to its patrons and is extremely solicitous about pleasing all who may come, is it not a serious defect that customers do not know the names of clerks or deliverymen who constantly serve them?

Who is to blame if they do not know? Should customers always have to ask of this or that person his or her name?

Why should not each salesman have his name printed or stamped on the slips he uses, as well as his number?

Are clerks so transitory that it would not pay to attempt to introduce them to customers?

Would prompt service or rapid delivery be interfered with if more were done in this line?

How do clerks feel, anyway, when some customer desires to communciate with the clerk who waited on her on a certain occasion, and the whole "bunch" has to be looked over, like a herd of cattle, to pick out the one wanted?

Do such incidents add to the dignity of one's vocation?

Who would not prefer to have the proprietor call out, "Mr. Jones, a lady wishes to speak to you," instead of having her march along the line with the proprietor and point him out as though he were a culprit or an animal?

Right here it occurs to us that in the case of women clerks there might be many who for the best of reasons do not care to be known by name except to store associates and particular friends. With men it should be different. If Tommy Reynolds, the delivery boy for Clark & Co., is the right kind of a boy and desires to make the most of his opportunities in the merchandise line, every friend he makes in serving customers will be a help to him. Acquaintance with those whom he serves diligently and honestly is a part of his initial capital. To know the people and to be known by them is of immense value in establishing a business. Even if one prefers to remain a salesman, it puts a premium upon his service. Other things equal, he has a great advantage over the one who is not well known.—*Michigan Tradesman.*

SPECIAL SALESMEN FOR NEW CUSTOMERS

A FACTOR in the selling system of large concerns which is coming to be recognized as yielding big returns is the systematic and constant search for possible new customers. A few very large companies employ special men for this purpose—free lances who have nothing to sell and nothing to buy, but who must constantly be keenly alert for new outlets for the company's products. The reports of such a man go to the sales department and are acted upon quickly and energetically. The results achieved are said to be well worth the cost of the department.

Salesmen are supposed to do just this work, but, of course, much of their time is occupied in taking care of known buyers. The salesmen's efficiency in the search for the unknown varies greatly. Most of them need stimulation in this respect. It must be admitted that the supplementary investigations in pursuit of new business are much more thoroughly done if made a specialized task. Smaller houses could not afford to maintain men for the one purpose alone, but there are few selling forces that would fail to improve in efficiency if the search for new customers and purposes for the product and possibilities

for new products was carried on with more system. During dull times the work should be pursued relentlessly. In known cases almost unbelievable results have followed organized effort in this direction.—*Metal Worker.*

TRADE TIPS.

JOHNSTOWN, PA -- Joseph H. Goldston, formerly of Trenton, N. J., who recently assumed the management of the china, glass and housefurnishing department of M. Nathan & Bro., will install a fancy goods and bric-a brac department. The cut glass department is being enlarged and improved. Several new open stock patterns of dinner ware are to be ordered soon.

* *

Marietta, O.— The Putnam Building Co. is erecting a new department store at a cost of $25,000.

* *

Martin, Miss.— The Greenwald Hardware Co. has been formed with $10,000 capital. Catalogues of domestic pottery, glassware and lamps wanted at once.

* *

Blissfield, Mich — The Blissfield Hardware Co. has started business here and will handle domestic pottery and glassware.

* *

Liberty, Pa,— Snyder Bros. have bought the business of M. M. Werline and will carry pottery and glassware.

* *

Walcott, N. D.— Walcott Hardware and Furniture Co. formed with $10,000 capital, and will deal in china, domestic pottery, glass, portables and lamps.

* *

Milwaukee, Wis.—The Marschalck Hardware and Furniture Co. has been formed with $20,000 capital and will handle housefurnishings, glassware and china. Catalogues of these lines are asked.

* *

Mansfield, O.—The Martin Hardware Co. has increased its capital stock to $60,000 and will do a wholesale business among other lines in pottery and glassware.

* *

Hyde Park, Pa.—Thomas R. Gring wants catalogues on five and ten cent pottery and glass specialties.

* *

Denver, Col.—L. A. Maedel has opened a new store and will feature housefurnishings, catalogues of which should be sent.

* *

Wichita, Kan.—The Harry Mead Hardware Co. has been formed with $25,000 capital stock to do a retail and wholesale business. Pottery and glassware are among the lines to be carried on a large scale.

* *

Myrtle Creek, Ore.—Rice Bros. & Adams have bought out Rice Bros., and will handle pottery and glassware.

* *

Thorne, N. D.—Arthur E. Peltier has started in business and will feature pottery and glass. Catalogues are wanted.

* *

Greenwood, Neb.—F. A. Mason has improved his store and added lines of domestic pottery.

* *

Clarence, Mo.—C. E. Waller has purchased a half interest in the business of Anderson Meadows. Catalogues on enameled ware are asked for.

* *

Liscomb, Ia.—Morey & Meyers have bought out Meyers & Black. Crockery and glassware will be carried in large stocks.

* *

Bolton Landing, N. Y.—J. W. Ward & Son have started business and will carry liberal supplies of glassware and pottery.

* *

Keyport, N. J.—J. G. Schenck has bought out Hendrickson & Bonner and will continue to handle pottery, glassware and housefurnishings.

* *

Ozark, Mo.—Catalogues of pottery and glassware are wanted by the Ozark Hardware Co , whose store was recently destroyed by fire.

* *

Neodesha, Kan —C. R. White has bought out Lines Bros. and will handle pottery and glassware.

* *

Kemp, Tex — The Reierson Hardware Co., $10,000 capital, will handle housefurnishings, pottery, glassware and lamps.

* *

Jonesdale, Wis.—Mr. Girardin has just started business and wants catalogues of domestic pottery and glassware.

* *

Oklaunion, Tex.—The Byers Hardware Co. has opened a new store and will handle pottery and glassware.

* *

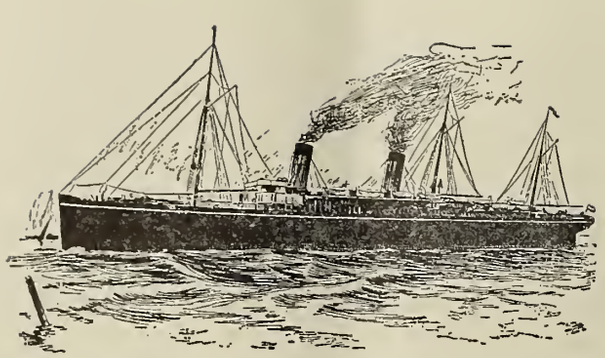
Polson, Mont.—Nate Hart has just started business and will sell pottery and glassware.

* *

Irvington, Ky.—The Irvington Hardware Co. is erecting a new store and will carry increased stock of pottery and glass

* *

Springville, Ala.—The Springville Hardware Co., a new concern here, wants immediately catalogues from pottery and glassware manufacturers.



IMPORTS AT NEW YORK.

Petaining to China, Crockery, Glass, etc., for week ending May 9, 1911.

ANTWERP

119	packages	glassware	B Gunthel
6	"	"	Bawo & Dotter
8	"	"	A Berger & Co
72	"	"	Graham & Zenger
6	"	"	L Straus & Sons
43	"	"	Miscellaneous Orders
21	"	earthenware	Bawo & Dotter
2	"	"	L D Bloch & Co
23	"	"	O Goetz
143	"	"	Geo Borgfeldt & Co
2	"	"	Fensterer & Ruhe
3	"	fancy goods	Strobel & Wilken Co
11	"	toys	Strobel & Wilken Co
10	"	"	F A O Schwartz
53	"	"	Miscellaneous Orders

BREMEN

2	packages	glassware	L Straus & Sons
128	"	"	Eimer & Amend
17	"	"	A Steinhardt & Bro
2	"	"	Strobel & Wilken Co
533	"	"	Miscellaneous Orders
24	"	chinaware	Strobel & Wilken Co
91	"	earthenware	L Straus & Sons
92	"	"	Karl Hutter
16	"	"	Knauth, Nachod & Kuhne
48	"	"	Miscellaneous Orders
44	"	fancy goods	Strobel & Wilken Co
393	"	toys	Geo Borgfeldt & Co
15	"	"	G W Travers
33	"	"	Samstag & Hilder Bros
5	"	"	F A O Schwartz
18	"	"	L H Mace & Co
4	"	"	Knauth, Nachod & Kuhne
1	"	"	C B Rouss
73	"	"	F W Woolworth
51	"	"	Strobel & Wilken Co
118	"	"	Miscellaneous Orders

FIUME

88	packages	glassware	L Straus & Sons

GENOA

45	packages	earthenware	H Creange
49	"	"	Miscellaneous Orders

HAVRE

6	packages	chinaware	Bawo & Dotter
14	"	"	J Pouyat Co
28	"	"	Wm Guerin & Co
10	"	"	L Straus & Sons
13	"	"	Miscellaneous Orders
180	"	glassware	E Utard
48	"	"	Miscellaneous Orders

TRIESTE

2	packages	glassware	A L Crawford
9	"	toys	Geo Borgfeldt & Co

HAMBURG

83	packages	glassware	Fenesterer & Ruhe
4	"	"	Herman C Kupper
11	"	"	F Bing & Co
58	"	"	Eimer & Amend
18	"	"	Kmy-Scheerer Co
58	"	"	L Straus & Sons
23	"	"	Knauth, Nachod & Kuhne
38	"	"	Strobel & Wilken Co
263	"	"	Miscellaneous Orders
1	"	earthenware	Geo Borgfeldt & Co
5	"	"	J Palme
3	"	"	Frank & DeKeyser
36	"	"	Lazarus & Rosenfeld
12	"	"	E R Theiler
9	"	"	Bawo & Dotter
7	"	"	F W Woolworth
49	"	"	Miscellaneous Orders
10	"	chinaware	Bawo & Dotter
10	"	"	Strobel & Wilken Co
81	"	toys	B Illfelder
4	"	"	Samstag & Hilder Bros
10	"	"	C B R uss
134	"	"	Geo Borgfeldt & Co
9	"	"	Knauth, Nachod & Kuhne
75	"	"	Strobel & Wilken Co
222	"	"	Miscellaneous Orders

LIVERPOOL

4	packages	earthenware	The Rowland & Marsellus Co
6	"	"	L Straus & Sons
15	"	"	Maddock & Miller
10	"	"	G F Bassett & Co
13	"	"	Bawo & Dotter
13	"	"	F W Woolworth
6	"	"	H C Edmiston
9	"	"	Meakin & Ridgway
48	"	"	Geo Borgfeldt & Co
9	"	"	Fondeville & Van Iderstine
1	"	"	W H Plummer
2	"	"	Ed Butler
12	"	"	Miscellaneous Orders
8	"	toys	Strobel & Wilken Co

ROTTERDAM

15	packages	earthenware	Bawo & Dotter
12	"	"	C B Rouss
293	"	"	Geo Borgfeldt & Co
7	"	glassware	Graham & Zenger
28	"	toys	B Illfelder & Co
43	"	"	Miscellaneous Orders

SOUTHAMPTON

9	packages	chinaware	J H Venon
18	"	"	L Straus & Sons
12	"	"	L D Bloch & Co
1	"	"	Blakeman & Henderson
17	"	"	Miscellaneous Orders

LIMOGES

113	packages	chinaware	Theodore Haviland & Co

LONDON

5	packages	toys	Strobel & Wilken Co

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

5	packages	earthenware	George Hamilton
7	"	"	Meakin & Ridgway
2	"	"	Stone & Downer Co

ANTWERP

76	packages	earthenware	Jones, McDuffee & Stratton Co
32	"	"	American Express Co
4	"	"	J B Moore & Co
3	"	"	L Wolf & Co

Among the Potteries
East and West

East Liverpool and Vicinity.

Salesmen who have returned from trips through the Western territory came home with good reports. One said: "Indications point to a big fall season, but whether the sales will be enough to overcome the losses during the past dull time is hard to tell. Potteries can only turn out so many goods, and there will be a rush. The big fellows are of course better fortified to take care of such trade than the smaller ones. It will take a lot of working capital to carry a large stock, and many manufacturers refrain from doing it these days."

* *

Among the buyers here during the past week were Harry Holmeren, with the Denver Dry Goods Co., and A. H. Wise, of Chicago, the latter a new purchaser of domestic pottery.

* *

"Orders are coming in in a most remarkable manner," said Secretary W. H. Phillips, of the Smith-Phillips China Co. "There is considerable decal treated dinner ware wanted now, and we are kept very busy on these lines. The white and gold goods are moving very well also, and quite an amount of business is being received direct. Salesmen are doing nicely, and on the whole we have no complaint to offer."

* *

H. K. Connor, who has been traveling East for the Trenle China Co. is home, as is also George W. Fowler, Western salesman for the same concern.

* *

Fred Kline opened in Philadelphia this week with the lines of the Warner-Keffer China Co. Harry A. Keffer is working the Western trade.

* *

The success of the campaign to raise $100,000 for Y. M. C. A. purposes was largely due to the untiring effort and enthusiasm of W. E. Wells, secretary-treasurer af the Homer Laughlin China Co. Once more we take off our hat to Mr. Wells.

* *

No less than six new dinner shapes will be shown by Western pottery manufacturers when salesmen start out on their early summer trips. Modelers refrain from telling of all who have ordered shapes

* *

Cecil E. Taylor and W. C. Lynch, salesmen for the Taylor, Smith & Taylor Co., have been at the home office during the past week. Mr. Lynch will leave on Sunday night for a New York trip.

* *

One manufacturer is authority for the statement that still further advances will be made in the quality of the pottery produced here, and says that the next step will be the manufacturing of china dinnerware.

* *

Clarence H. Bauman, sales manager for the Globe Pottery Co., has returned from the West, as has also J. T. Cartwright, who was out for the Cartwright Bros.

Trenton.

At a recent meeting of Local No. 45, N. B. O. P., the following were chosen as delegates to the annual convention of potters to be held in Atlantic City the first week in July: Reuben McDevitt, George Cartlidge, Sheldon Moore, Robert Wellslager, Thomas Abbott, James Horan and Charles Bersbies. More than a score of delegates will attend from this city.

* *

Fire caused a slight damage to the barn of Samuel Bedson, vice president and secretary of the Elite Pottery Co. last Thursday night. The blaze, which for a time threatened the entire building, was of an unknown origin.

* *

While at work at his bench at the Maddock Pottery Co.'s Lamberton Works last Wednesday morning, Charles Ristow suffered a stroke of paralysis. He was later taken to his home in the police ambulance.

Zanesville, O.

Stoneware pottery manufacturers are awaiting with interest the result of the hearing before the Inter-State Commerce Commission at Richmond, Va., April 17, when the manufacturers presented argu-

ments in favor of requiring express companies to carry all kinds of stoneware jugs. This district was represented by Frank M. Ransbottom, of Ransbottom Bros. & Co., whose plant is at Ironspot, near here. A previous hearing was at Cincinnati. The manufacturers feel confident of winning a decision.

Parkersburg, W. Va. Work on the new plant of the Lessell Art Ware Pottery Co. is progressing rapidly, and operations are expected to be started within two months.

Cottonwood Falls, Kan. Because of the discovery of a large deposit of clay here, Charles Hudson contemplates forming a local company for the purpose of establishing a pottery.

Cannonsburg, Pa. Work at the new plant of the Cannonsburg Pottery Co. has started, and operations are going along smoothly. General Manager John George has issued an order that "no employe is permitted to start work before seven a. m. nor continue longer at his bench than five p. m." He believes that nine hours are enough for a day's profitable labor.

Barberton, O. An echo of the failure of the Barberton Pottery Co. was heard a few days ago in the Common Pleas court of Summit county, O., when three judgments were entered in favor of M. O'Neil, O. C. Barber and H. B. Camp. The first was against H. B. Hawkins for $747,445; the second against H. B. Manton for $943.28, and the third against H. F. Stuhlderher for $373.71.

Sebring, O. With construction upon the new plant of the Saxon China Co progressing as rapidly as weather will permit, and the capacity of some of the other potteries here being increased, this little pottery centre is the scene of considerable activity. The new offices and sample rooms have been completed by the Sebring Pottery Co., and at the French China Co. the offices have been remodeled and refitted with new furniture and samples.

* *

Seventy-five clay workers at the Limoges China Co.'s plant walked out last week upon the refusal of Superintendent Fred Sebring to restrict the powers of factory manager H. J. McMasters, who it is alleged knocked down W. C. Strasser, who had filed a protest for the men against the quality of clay being furnished. As a result the clay workers asked that hereafter when they had a grievance they be allowed to deal with the clay shop foreman insead of the factory manager. Mr. Sebring positively refused, and the clay workers walked out.

TOLL THE BELL!

THERE are fashions in glass for the table, just as there are changes of fashion in one's clothes, and cut glass has now gone out of style.—*Exchange.*

Quite pathetic. After years spent in perfecting the product all has come to naught. The manufacturers throughout the country will of course now solemnly and silently dismantle their batteries of frames, dispose of their stocks of blanks, and retire broken-hearted. Before long thick coats of dust in empty lofts will be all that is left of a once promising industry. *Requiescat in pace!*

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

TO	Shipments week end'g Apr. 22 '11	Corresponding period 1910	Exports Jan. 1 to Apr. 22,'11	Corresponding period 1910
Boston	98	181	2565	2713
New York	181	136	2869	2631
Baltimore	396	386	3972	5440
Philadelphia	23	32	1535	1762
New Orleans	...	....	321	522
Newport News	....	..	26	55
San Francisco		....	30	
Portland (Me.)	....	61	521	992
Galveston	....	63	376	310
Portland (Or.)	....	..	....	.. .
Inland Points	84	41	801	939
Total	782	900	13016	15364

From the Freight and Shipping Circular of John Edwards & Co Liverpool.

TO	Shipments week end'g Apr 22,'11	Corresponding period 1910	Exports Jan 1 to Apr. 22,'11	Correspond ing period 1910
New York	157	136	2656	2485
Boston	98	181	2502	2371
Philadelphia	23	32	1478	1626
Baltimore	396	386	3967	5493
San Francisco	....		30	....
New Orleans	....	....	270	249
Portland (Me.)	....	33	389	591
Galveston	....	63	376	271
Newport News	...	....	26	55
Portland (Or.)	..	....	....	....
Inland Points	13	41	211	931
Total	687	872	11905	14072

Around the Glass and Lamp Factories.

Pittsburgh and Vicinity.

It is remarkable how the demand for soda tumblers and other soda fountain glassware keeps up. All factories making these lines report excellent trade, and early contracts are being filled promptly. In a number of instances repeat orders have been received, and these goods are now being shipped.

Looking hale and hearty, Walter Lindsay, of the Duncan & Miller sales force, was seen at the Monongahela House a few days ago. "I am feeling better now than ever," said he. "Expect to go out on the trail again, starting perhaps early in the fall."

The Jefferson Glass Co. reports an exceptionally busy season both in its general line of glassware and the lighting line. The factory is running full. About a dozen new samples of shades were placed in the Pittsburgh sample room this week.

F. L. VanDeman, of the New York office of Butler Bros., was in the district during the past week.

It is really surpising the volume of souvenir glassware now being shipped by the Oriental Glass Co. Not only are domestic shipments far above the record of 1910, but the exports are equally heavy. Every foreign exposition sells Oriental glass specialties.

J. W. Kunzler, actuary for the Glass Association, has returned to his office after making a round of the circle on matters pertaining to the association.

The glass bottle manufacturers of the United States and Canada held a two days' session last week at the Hotel Schenley with representatives of the glassworkers' associations. The meeting was for the purpose of talking over the coming joint conference at Atlantic City in July.

The United States Glass Co. has a remarkable creation in its new Jumbo sewing lamp, the first sample of which was received here from the factory a few days ago. Possessing the new patent collar, the lamp is shown in both crystal and decorated styles. All the new lines of lamps of this concern are moving nicely this season.

The old McKee glass plant was destroyed by fire last Monday. For five years the building has been used as a storage house. Several thousand barrels of glassware stored in the building by the United States Glass Co. were damaged to the extent of $2,000.

The hardware trade is one of the best buyers of lamp lines. Country hardware stores particularly are constantly on the lookout for popular lamp propositions.

Kinney & Levan are showing a new light cut tumbler from their own factory. The treatment is a band effect, the cutting being in the centre of the tumbler. Within a little while the firm will have an entire line of this pattern.

There has been a decided improvement in the health of D. C. Ripley since he has been staying at Cambridge Springs. His return to the home office has not been determined. In the meantime business is being ably cared for by Secretary Frank Freese.

Swaney Hall, salesman for the Smith Glass Co., Mt. Pleasant, Pa., has completed his Eastern trip, and is now working the Western and Southern territory.

W. W. Lang, manager of the Pittsburgh office of Kinney & Levan, is able to be at his desk again. For three weeks or more he was in a hospital at Cleveland, where he underwent an operation on his right eye. Although attending to business, he is compelled to wear dark glasses and an eye shade. "It will be only a few weeks before I shall be able to see around the corner," he said to the JOURNAL representative.

"Every time a salt and pepper shaker that possesses a new feature is placed on the market the inventor thinks himself on the road to millions at once," commented a glass manufacturer this week. "They all have the get-rich-quick bee in their bonnets." One

was shown this week with a celluloid base, attached to which are six celluloid prongs extending to the metal cap. Press the thumb against the base, turn the shaker upside down, and the contents are pushed out. It works on the principle of an oil squirt can. Another is a double-barreled affair, a partition inside the shaker preventing pepper from coming out if salt is wanted. Reverse it and the salt is held back.

Jeannette, Pa. The McKee Glass Co. have begun the work of repairing their three original furnaces and putting a new roof on their main building.

SPECIAL NOTICES.

The cost of advertisements under this heading is $1 for the first and fifty cents for each following insertion for each half inch of space (30 words). PAYABLE IN ADVANCE.

SITUATIONS WANTED.

POSITION WANTED—By young man, twenty-four, who is experienced bookkeeper and typewriter, and has salesmanship ability. Long hours and hard work no objection. Salary nominal. Address W. I. T., this office.

BUSINESS OPPORTUNITIES.

WANTED—RELIABLE HOUSE TO REPRESENT US IN THE MIDDLE WEST AND SOUTH, TO HANDLE OUR OWN SPECIAL LINES; EITHER CHINA, VASES, BASKETS, ANTIMONY OR TOYS. CORRESPONDENCE SOLICITED. ADDRESS BOX 756, THIS OFFICE.

FOR SALE.

AN OPPORTUNITY THAT COMES BUT SELDOM TO BUY AN ESTABLISHED BUSINESS.—A china, glass and silverware business, established since 1812, doing $50,000 yearly, in heart of Philadelphia's business district, is for sale. Principal clientele among hotels, boarding houses, institutions, restaurants and family trade. Can be increased by canvassing. Owner will sell at stock cost, asking nothing for good will, as other interests demand all his time. Entire new stock bought for present store two years ago. Lease to run three years more. Address Box 757, this office.

NEW FREIGHT SERVICE from East Liverpool, O.

Buyers of pottery should insist shipments—either bulk or packages—be routed over Erie, Youngstown and Ohio River railroad (the new railroad into the pottery centre) from East Liverpool. Traffic arrangements with all steam roads throughout the country, enabling advantageous routing and rating to any point in the United States, Canada or Mexico. For rates, apply to any agent or J. J. CHANDLER, Chief Tariff Bureau, Leetonia, Ohio.

DECORATED LAMP CHIMNEYS.

We beg to announce that we are in a position to supply decorated lamp chimneys at extra low prices. Our decorating device, which has a capacity of 1,000 dozen per day, is at your service. Samples and prices may be had upon request.

GARRETT & CO., New Martinsville, W.Va.

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NEW YORK, MAY 18, 1911.

THE CONDITION OF BUSINESS.

New York. The summer quietude has begun. There is some buying all along the line, of course; but it is spasmodic and of the hand-to-mouth variety. It is evident that dealers will not lay in stocks under present conditions, and are only ordering what they are obliged to. As has been said repeatedly, this policy may be regretted later. There is no question but that many sales are lost because of broken stocks. A dealer may have a dozen open stock patterns on hand, and yet find it difficult to make up a complete set. We know of one concern having no less than fifty open stock patterns on sale which was unable to find a complete set in the lot. Only a dozen plates were wanted, but it was impossible to procure them on time, and the sale was lost. It is an everyday occurrence for customers to leave a retail shop because their wants cannot be satisfied. The promise to send what is on hand and match up later does not always work. The dealer need not necessarily buy in large quantities, but at least he should have enough goods with which to do business.

One of the bugaboos of the business world has has been removed by the decision of the Supreme Court in the Standard Oil case. If, as was claimed, the uncertainty in the matter was holding business back, there should be a noticeable change very shortly.

We believe that there will be a small but steady business during the summer, followed by a marked increase as fall approaches. The prospects are growing brighter every day. The weather is propitious for the rapid development of crops, and already one railroad magnate has expressed the opinion that before September there will not be enough railroad cars to handle the traffic.

Trenton. Without exception all manufacturers are complaining about the scarcity of business. Order books are being cleaned up rapidly, and what business is being received shows hand to mouth buying. The outlook at present is anything but pleasing, and in some quarters a shutdown appears in the near distance.

Pittsburgh and Vicinity. While some of the glass factories in the Pittsburgh district say that orders are good and their plants running to capacity, others admit that they could take care of many more orders. The lamp season has started, and orders on these lines are liberal. Soda fountain goods are in great demand. Tumblers are behind in shipments.

East Liverpool and Vicinity.

Manufacturers are receiving about as many orders as they are making shipments, and this condition is keeping some of the plants with about thirty days business in sight. Others have contracts on their books which insure steady operation. On the whole, however, there is room for improvement.

NOT THE FIRST.

BOSTON, May 13, 1911.

Editor CROCKERY AND GLASS JOURNAL:

The item in your issue of last week with reference to Mr. Curry's notable trip around the world is interesting, but we must suggest that he was not the first china buyer, as your correspondent says, to be sent from the States on such an extended trip. Mr. Solomon P. Stratton, of our firm, we believe, was the first. In '78 he made an extended trip around the world, visiting the potteries of Japan and China, returning through Italy and the European potteries. That trip he repeated later; also later trips to Japan, returning home via the Pacific, all of which were especially devoted to seeking pottery at original sources.

Respectfully yours,

JONES, MCDUFFEE & STRATTON CO.

AT BOSTON.

TRADE, both wholesale and retail, was decidedly "spotty" during the past week. Seasonable weather is coming to the rescue, however, and it is believed that May will make a substantial showing.

F. E. Nelson Co. will add to their chain of five, ten and twenty-five cent stores one at Haverhill.

A. C. Hislop, with Porteous, Mitchell & Braun, Portland, Maine, was a buying visitor this week He says that Portland doubles its population during the summer by the influx of vacationists.

Mr. Neumann, lighting fixture buyer for the Concord (N. H.) Electric Light Co., resigns on the first of June. His successor has not been named.

The Boston Specialty Store Co , Maynard, Mass., has recently opened a china and glass department.

A. C. Haines, of C. Dorflinger & Sons, New York, was here the past week with a display of fine glassware.

Among the trade visitors here were Mr. Straub, with Bawo & Dotter, New York; Mr. Bernardaud, of Limoges, France, who was accompanied by his son; George B. Jones, with the Johnson Bros., New York; Alfred G. Moment, with La Porcelaine Limousine; Harry P. Muirheid, with Maddock & Miller; W. L. Woodward, with the Warwick China Co.; W. L. Young, with the Smith-Phillips China Co.; William Eliot, with the Meriden Cut Glass Co ; Mr. McTiernan, with the J. D. Bergen Cut Glass Co., and George A. Bauer, with the Edwin Bennett Pottery Co., Baltimore.

Col. Albert Pinder, superindendent of the magnificent Massachusetts Masonic Home, to be opened in a few days, is an uncle of "Joe" Pinder, with Chase & Francis.

Lee's five and ten cent store at New Bedford wants a manager. There is a lack of good men for crockery and glass positions in New England.

During the week of their Sixty-seventh Anniversary W. & A. Bacon are selling thin tumblers at two cents a dozen.

D. W. Gilkey, the energetic representative of the Lalance & Grosjean Mfg. Co., has returned safely from a business jaunt through New England.

L. A. Gregg, buyer for Charles Hall, Springfield, Mass. was here last week selling the candlesticks made by Mr. Hall in his new factory.

Nina Lovell's china and glass store at Eastport, Maine, enjoys the distinction of being the most Eastern store in the United States, in point of location

The local headquarters of Edward Miller & Co. has received samples of their new line of cretonne lamp shades. These present a handsome appearance and should be strong sellers in New England.

Fred Kline, with the Warner-Keffer Co., passed through Boston from Maine, where he closed a few good contracts for summer hotels. Fred is "some hustler"on the selling end.

W. M. Pingree, manager of the Tajimi Co.'s offices, has returned from a New York State trip.

C. M. Acher, the jardiniere man, returned from a trip through Connecticut, and left almost immediately for New York State.

One of the oldest "old time" men about the district is George Dunklee, who has been in the business forty-five years. It was in 1861 that he started with the D. B. Steadman Co., later being with the Abram French Co., and since their failure has handled several lines here. Mr. Dunklee says that selling con-

ditions have changed tremendously, as at one time the trade sought the sellers, instead of the reverse, as now.

The first fish story of the season comes from A. E. Haskell, the Federal Glass Co. man, who claims an even hundred brook trout in three days' fishing at Merideth, N. H.

James J. Hanning, china buyer for the Jordan-Marsh Co., is planning to invade New York in a few days.

A GAIN OF OVER HALF A MILLION.

STATISTICS are just to hand of the imports for nine months ending March 31, 1911. The total of earthenware, china, porcelain, etc., for that period this year amounted to $8,778,094 as against $8,457,700 for 1910, and $7,220,105 for 1909. The gain came from Germany and "other countries"—that is, Italy, Holland, China, and other places where the figures are too small to particularize. England sent $108,519 less, Austria $93,057 less, France $68,096 less, up to March 1911 than they did for the same period in 1910. Germany sent $550,837 more. These figures are rather startling in view of the continued reports of dull business. A gain of over half a million of dollars does not look very bad. The loss to England is very severe, and it is somewhat surprising that France also lost a little. As always, Austria and Germany combined are our largest source of supply. Japan breaks about even, the decrease being only $6,622. Importations of glass fell off $90,981.

OF INTEREST TO EXPORTERS.

THE Bureau of Manufactures of the Department of Commerce and Labor is planning to make its foreign tariff work more directly helpful to manufacturers and exporters of the United States. It possesses exceptional facilities for supplyiug the latest exact information concerning tariff rates and the customs formalities incident to the entry of goods into foreign countries. In addition to the latest official customs tariffs of nearly all foreign countries customs decisions and other official publications to the number of a thousand a month are regularly read and filed to keep the tariffs fully up to date. The tariff publications of the Bureau, which are being extended as rapidly as possibile, now fall into the following general classes:

(1) The translation and publication in pamphlet form of the entire customs tariffs of particular countries with such explanatory matter as seems desirable. The customs tariffs of Germany, Italy, France, Mexico, the United Kingdom. Australia, New Zealand, and several other British colonies have already been published.

(2) The publication in similar form of rates of duty of all countries on particular classes of comodities. Similar pamphlets give the regulations of all foreign countries.

(3) All proposed and recent changes in rates or regulations of foreign countries that affect imports of merchandise from the United States are given publicity through the columns of the Daily Consular and Trade Reports immediately upon their receipt, and for convenience of reference are assembled and issued separately, as often as is deemed necessary, under the title "Foreign Tariff Notes."

A list of individuals and firms engaged in foreign trade is being formed, showing the articles of merchandise and the countries in which each is particularly interested, with the two-fold object of keeping exporters fully informed of all tariff changes abroad and of selecting for immediate treatment the subjects that will prove most generally helpful. In order to facilitate the compilation of such a list a circular letter is being sent out to the trade, and copies may be obtained from the Bureau of Manufactures.

AT CHICAGO.

Among the buyers here last week were C W Baumgarten, Freeport, Ill ; F C Hyde, Appleton, Wis.; C Engberg, St Joseph, Mich.; L H Clark, Rockford, Ill.; H Hartman, Wapakoneta, O.; E F Douglass, Dysart, O.; M Sternberg, Kansas City, Me.; H Sakara, Hancock, Mich.; T Ponader, Bremen, Ind.; G F Shumway, Taylorville, Ill.; I F Barker, Annawan, Ill.; J F Holliday, Morning Sun, Ia.; P Rasmussen, Negaunee, Mich ; A J Tannebaum, Harrisburg, Ark.; W J Schwem, Weldon, Ill.; W I Ringland, Kasson, Minn ; A B Ahrens, Sterling, Ill.; J E Neilson, Oxford, Miss.; J C Haines, Rapid City, S D.; E Goldberg, Antigo, Wis.; W Adams, Sapulga, Okla.; O P Bailey, Ord, Neb.; M H Ruddy, Blackstone, Ill.; N L Field, Rudyard, Mich ; C Fantle, Sioux Falls, S D.; H D Beach, Coshocton, O.

No city salesman to replace A. R. L'Ecuyer, who recently started in business for himself, has yet been announced by the Ira A. Jones Co.

Sales Manager Marshall, of the Fostoria Glass Co , has lately placed on display in the company's Chicago salesrooms some very handsome designs in hand decorated art lamps and lamp fixtures in beautifully delicate shades of coloring. They are oil bur-

ners designed for the country trade, and he says they have quickly caught the fancy of buyers.

David M Hackman, who for many years had entire supervision of the crockery and glass department at the Hillman store, died suddenly of heart disease recently at his Prairie avenue residence, aged sixty. It is said of Mr. Hackman that years ago he gave Edward Hillman his first employment as a cashboy.

NATIONAL MANUFACTURERS' CONVENTION.

THE sixteenth annual convention of the National Association of Manufacturers opened at the Waldorf-Astoria Monday afternoon, and papers were read on immigration, patent laws, consular reform and the Panama Canal. Tuesday's session was devoted largely to the discussion of the prevention of industrial accidents and plans for workmen's compensation

John Foster Barr, secretary of the National Liberal Immigration League, made a plea for the maintenance of an open door policy for immigration to this country. He quoted certain portions from the recommendations of the National Immigration Commission, which he stated disprove the charges frequently made against immigrants to the effect that they increased the number of paupers and are difficult of assimilation.

FACTORS THAT MAKE FOR SUCCESS IN A CHINA AND GLASS DEPARTMENT.

ONE of the most modern housefurnishing, china and glass departments in the Northwest is that of Ed. Schuster & Co , Milwaukee, an illustration of one aisle of which may be found on another page. The entire floor space of the department covers an area of 100 by 120. The writer asked the manager, Mr. Arnstein, what features contributed most to the success of such departments. His reply was interesting, and will prove of value to other department managers:

"In the first place," said he, "our house has always had sufficient reliance in us not to interfere with our purchases. This, we think, has been a great big factor in giving us confidence—which, of course, is a great advantage and helps managers very much.

"Next, we always treat salesmen in such a manner that we enjoy their respect and confidence, which, coupled with our large purchasing power, has always insured us the lowest prices and most advantageous offers.

"We maintain strict order in our departments and see that goods are properly and attractively displayed.

"We have always treated our clerks in such a manner that we have enjoyed their confidence and esteem without unbending far enough to destroy the discipline of our departments.

"We have always made it a point to see that our customers were properly and courteously waited on, and their wishes fully considered.

"We have had the usual trouble with unwarranted kickers and unreasonable shoppers, but we have always contended that a small loss on a sale was better than the big loss of a customer.

"Our advertising, of course, has helped, and deserves a prominent place among the factors making us successful.

"However, careful buying and co operation of the various forces of the management and employees have been the main causes. A house divided against itself will surely fall. In unity alone are strength and success."

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

TO	Shipments month end'g Apr. 29 '11	Corresponding period 1910	Exports Jan. 1 to Apr. 29,'11	Corresponding period 1910
Boston	638	927	2638	2713
New York	795	549	3073	2631
Baltimore	1202	1302	4118	5440
Philadelphia	425	374	1633	1762
New Orleans	76	161	321	522
Newport News	....	..	26	55
San Francisco	12	....	30	
Portland (Me.)	64	164	529	992
Galveston	2	71	376	310
Portland (Or.)	....		....	....
Inland Points	196	139	801	939
Total	3410	3687	13545	15364

From the Freight and Shipping Circular of John Edwards & Co. Liverpool.

TO	Shipments week end'g Apr 22,'11	Corresponding period 1910	Exports Jan 1 to Apr. 22,'11	Corresponding period 1910
New York	157	136	2656	2485
Boston	98	181	2502	2371
Philadelphia	23	32	1478	1626
Baltimore	396	386	3967	5493
San Francisco	....		30	....
New Orleans	....	....	270	249
Portland (Me.)	....	33	389	591
Galveston	....	63	376	271
Newport News	....	....	26	55
Portland (Or.)	..	....	....	....
Inland Points	13	41	211	931
Total	687	872	11905	14072

The New York Crockery and Glass District.

THE annual summer clean-up is in evidence in many warerooms. Woodwork is being painted, new display racks and tables installed, walls are being refinished, and a general scrubbing up is noticed everywhere.

On our first page this week L. Straus & Sons call attention to their open stock dinnerware in Schwarzburg china, and illustrate pattern No. 1065. It is one of the prettiest decorations of its class put out this season, and is a money-maker for retailers. It is only one of hundreds that they carry in stock ready for immediate shipment. Everyone knows the advantages of carrying open stock patterns. A sample line is bought, and reorders can be made as the goods are sold.

A large line of pressed glass sherbets in colonial designs is on view at the showrooms of the Fostoria Glass Co. An especially popular shape has a flared edge which gives the impression of larger capacity than really exists. The line is popular-priced and sells rapidly.

The excessively polite Staten Islander who was in the District soliciting subscriptions for a publication this week should be following a nobler calling. His suavity and conversational powers might even qualify him to sell china and glass.

The Utopian Silver Deposit and Novelty Co. has just issued a handsome illustrated catalogue. It is of the loose leaf variety, to allow for the insertion of additional pages. A postal to the concern will bring one.

Chas. Zinn & Co, the oldest willow ware and basket house in the city, have recently issued a new catalogue containing 150 illustrations showing all of the staple goods made. This will be sent free to anyone asking for it. Their wareroom at 138 Grand street presents a very handsome appearance. Among the great variety of fancy goods is a whole menagerie of animals—elephants, deer, horses, dogs, etc. They make everything that is to be obtained in willow, and every dealer in this class should have their catalogue for reference.

Quite a little retail business has been transacted during the week by three or four cut glass agents in the District. The ware has been purchased mainly for presents to June brides.

In the large display of samples of Guernsey earthenware on view at the showrooms of Bates & Ledden there is probably none having such a large demand as the covered casseroles. These can be had in many styles, including the two-handled French type, the round conical covered one with a maximum depth of six inches, and the popular style recently illustrated in their advertisement. The universal manner in which this type of baker can be employed is without doubt the reason for its large sale. The line includes everything in the way of a cooking utensil.

Vogt & Dose have a very large display of numerous styles of sets suitable for summer use. These include coffee, chocolate, breakfast and combination assortments, with or without serving trays. There is a good variety of designs to choose from, mostly in conventional patterns, with gold handles.

C. L. Dwenger is having very good success with his etched dinnerware. There are a number of snappy designs, and new pieces are being constantly added to the line.

According to the latest reports, the affairs of the National Household Show are progressing in good shape. Among the latest in the trade to sign contracts for space are George Borgfeldt & Co and the Utopian Silver Deposit and Novelty Co. The management claims that the show will be far more representative

of the crockery and glass trade than was the case last August. A diagram published elsewhere in this issue shows exactly how the space stands at this writing.

The Dohrman Commercial Co. have moved from the top floor of 25 West Broadway to the third floor, room 36, where they have more than double the space. M. T, Lindner, New York representative, now wonders how he ever managed in a smaller room.

M. Redon is having his salesroom painted and brightened up generally for the summer.

Cox & Lafferty have opened a line of aluminum cooking utensils that has all the earmarks of a winner. The assortment on display includes practically everything needed in the kitchen. The goods are strongly made and well finished, and prices are decidedly interesting.

Thomas G. Edge, local representative of the Warwick China Co., is selling off a number of display tables preparatory to his removal to another floor in the building.

The first thing that strikes the eye on observing the sample line shown by Emil C. Bronnum, representative of the Royal Copenhagen Porcelain Co., is the closeness with which the modeler has followed nature. The roosters, turkeys, ducks, etc., are depicted in characteristic attitudes and in colors so natural that they seem almost alive. New conceptions are being added to the line constantly.

A CO-OPERATIVE BUYERS' ASSOCIATION.

A COMBINATION in process of formation at Philadelphia promises to be of wide-reaching importance. A. M. Rubenstein, for many years buyer for Marks Bros., in that city, and later in business as manufacturers' agent, has conceived the idea of a general purchasing headquarters for dealers in housefurnishings and five and ten cent goods under the title of The United Housefurnishings and Five and Ten Cent Dealers' Association, with warerooms at 315 North Second street, Philadelphia, where a four-story building 25x95 has been leased. At this writing forty two local dealers have agreed to go into the combination, and it is believed that by the first of June the number will reach 100. The company proposes to buy at jobbers' prices and distribute goods to the members at an advance over the cost which will not exceed or equal the discount obtained by the parent house through buying in quantities. Each member will be entitled to a credit equal to the amount of his stock. V. Aarons is treasurer, A. M. Rubenstein secretary and buyer. So far members have been solicited only among the smaller dealers in and around Philadelphia, but as the business grows the membership will be extended indefinitely.

AT PITTSBURGH.

AT a cost of over $1,000, Harry Lewis, manager of the china and glass department of the Horne store, has arranged a "Japanese" village in the centre of the dinner ware floor, and during the past week over 5,000 women visited the department. It was suggested to Mr. Lewis that perhaps small boys would rob the department of bamboo poles for fishing rods. "If the boys bring their mothers here, and each makes a purchase, I'll give 'em one," he said.

W. W. Lang, manager of the Pittsburgh branch of Kinney & Levan, is more than pleased with business conditions. The country trade has been visiting the local branch more liberally, and there is a tendency to place better orders. A new Japanese line was placed on the counters during the past few days. Domestic goods are moving more freely, while the lighting line is having a good sale.

I. Rothstein, manager of the china and glass department for Kauffman Bros., looks for a great improvement in retail trade conditions shortly.

James J. Niland, Meriden, Conn., was at the Henry last week with new samples of his firm's cut and engraved goods.

The imported lines of Louis Wolf & Co. were shown at the Colonial by Mr. Langfelder.

A. F. Tepe was at the Colonial with the lines of H C. Edmiston & Co.

Greer & Milliken have removed from Liberty avenue to Penn avenue, near Fifth street—near the Horne store.

Harry Thomas was at the Colonial displaying the Japanese lines of A. L. Tuska & Co.

Frank Zoellig reports a decided improvement in business at the local offices of Bawo & Dotter. New lines of stock patterns are being received and have started to move nicely. Local buying is somewhat



Crockery and Glass Department of
Ed. Schuster & Co., Milwaukee, Wis.

better, and the country trade is also more active, both in china and housefurnishings.

The products of the Hall China Co., of East Liverpool, are now being represented in Pittsburgh by Frank Owen, who is also handling the goods of the Beaver Valley Glass Co.

T. A. Neely, manager of the china and glass department for Boggs & Buhl, is showing a new line of dinner ware for which he predicts a great sale. A new silver deposit line of china is also being bought liberally.

W. C. R. Williamson, representing the Onondaga Pottery Co., Syracuse, N. Y., was at the Ft. Pitt Hotel. He is making the territory in place of Mr. Hubner, who is on a trip to the Pacific Coast.

OBITUARY.

AT his home in Pittsburgh last Friday, George W. Blair passed away, after a short illness. The deceased was born near Elizabeth, Allegheny county, Pa., April 14, 1835. He was a graduate of Merrittstown, Pa , Academy. In his early career Mr. Blair engaged in the coal business in Louisville, Ky., going from there to Pittsburgh, where he took up the manufacture of glass, in which he continued until two years ago, when he retired from active business. For many years he was a member of the firm of Dithridge & Co , which was later merged into the Pittsburgh Lamp, Brass and Glass Co., Mr. Blair continuing with the new concern. He was an active member of the National Glass Association, and was also connected with the H. C. Fry Glass Co., of Rochester, Pa. During his long experience in the glass industry Mr Blair invented a great many labor saving devices, and he had much to do with the perfecting of the window glass machine at present in use. He was a musician of more than ordinary ability, a fine violinist, and had a Cremona which he valued at $1 500 and two others at $500 each. Many impromptu concerts were held in his home, at which his former partner, Mr. Zimmerman, assisted with a fine tenor voice.



GEORGE W. BLAIR.

Michael Mayer, an old-time cut glass manufacturer, died at Fort Jervis last Friday, aged sixty-two. Born in Germany, he brought to this country a Teutonic idea of thrift and thoroughness which he carried out through life. He had been ill only about a month. He leaves a widow, one son and two daughters.

CHARACTERISTICALLY CHEERFUL.

A PLEASING example of the American business man's characteristic optimism is found in the present conditions of trade, says a writer in "American Industries." There is little in the actual situation to warrant extreme cheerfulness, but on all sides we see the manufacturer and the merchant whistling, not to keep up their courage, but actually in supreme belief that matters could be far worse. Two years ago the industrial field was divided between those who despaired and those who beat the drum of false hopes. Those who despaired were certain that the bottom had dropped entirely out of business, and did not hesitate to say so, and those who attemped to bolster up national confidence were almost pathetic in their effort. Neither was right, and we are to-day suffering somewhat from the mistaken attitude of both.

There is a spirit of patient resignation rife at the present time which promises well for the future. It is the resignation of the little boy who has been bad and now resolves to bear up under his affliction.

The "badness" in the industrial situation was the spirit of speculation and consequent extravagance which marked the past five years or more—the overweening confidence and "swell-headedness" of our business men which led them to believe that overproduction and inflation and financial depression were impossibilities. To-day we find these men marking time, and with not the slightest idea of forcing prosperity. The prevalent feeling is not of apprehension, but rather an inclination to let business take its natural course. When business does improve, as it will in the course of human events, we will look back on this period as the fortunate skater looks back on the thin ice which he has miraculously crossed in safety.

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

Published Every Thursday

BY

WHITTEMORE & JAQUES, Inc.,

92 West Broadway, New York.

EDITORIAL ROOMS, TEL. 5092 BARCLAY.

MECHANICAL DEPT., TEL. 5086 BARCLAY.

SUBSCRIPTION RATES, INVARIABLY IN ADVANCE:

United States	$2.00
Canada	3.00
All other foreign countries in the postal union	4.50
Single copies	.10

In remitting subscriptions please send Postal Money Order.

Make all checks and drafts payable to Whittemore & Jaques, Inc. Out-of-town checks should bear the words "With New York Exchange"

Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, MAY 18, 1911.

TROUBLES OF THE MANUFACTURERS' AGENTS.

THE general idea in regard to the commission man who seems to be getting as much business as he can take care of is that his walk in life is on the proverbial rose-strewn road. A well-known member of the fraternity, however, assures us that this impression is due to ignorance, and that the existing conditions are very different.

In the first place, he says, the commission man has to employ extreme care in the matter of promising deliveries to exacting customers, as he does not know, and has no means of finding out, whether his factory will forward the goods on the date he fills in under the "Ship as follows" caption. His information from the inside office is to the effect that the mail is classified; one pile is made of orders received direct from customers, and another of the agent's orders. In practically every case the orders sent direct receive first attention.

There also exists, he claims, a nonchalant indifference at the factory in the manner of filling the agent's orders. If it happens to be out of a certain article a substitution is often made of something "just as good;" and as some manufacturers seem to be under the impresison that their local representatives are adepts in mental telepathy, their first intimation of a case of this character is a long denunciation from the angry customer.

Another thorn in the path of the agent is the practice among certain houses of neglecting to inform him of orders received direct from customers in his territory, and the more serious neglect sometimes in not making note of his commission on same in the ledger. This latter is not common, of course. Still, there are cases now and again.

While every one of these complaints is as old as the hills, the striking feature of the matter is that practically nothing of a remedial nature has been done by the persons most affected—the agents themselves. The fact is plain that an agent who can "make good" is as valuable an asset to a factory as a good salesman, and he certainly has the manufacturer in a position where, if there is any dictating to be done, he is the one to do it.

PERSONAL.

A POSTAL card from O. L Sutherland dated El Paso, Tex., May 9, says: "Have seen a shell burst in Juarez which set fire to the post office. Fighting plainly observable from housetops." In this laconic manner Mr. Sutherland describes what to ordinary mortals would be a very exciting affair. But "Jerry" has the reputation of attending strictly to business, never writing about the weather, nor making excuses for not selling goods (he seldom has occasion for the latter, anyhow). From his short postal, therefore, we have no means of knowing the condition of trade in Southern Texas. He is due in St. Louis on the 20th.

E. J. Ridgway will sail for Europe on the 20th, leaving on the "Empress of Britain" from Quebec.

John Krantz, of the Krantz Smith Cut Glass Co., Honesdale, Pa., was in New York last week to see the addition which has been made to the wareroom over which W. D. Finke presides.

Geo. P. Brush, of the McCoy Pottery Co., Roseville, O., was in town for a few days the latter part of last week.

C. N. Briscoe has resigned the presidency of the Union Stopper Co., Morgantown, W. Va., and has been succeeded by R. A. Canfield. P. J. Beaumont has been made general manager.

Since he quit Bowman's, "Judge" Seedorf has had nothing to do until last week, when he served on a jury and netted $4. Everybody who knows the

"Judge" will readily understand that that extra money went for cigars.

A. J. Ferguson, with Callender, McAuslan & Troup, Providence, R. I., who is in poor health, has gone away for a month's vacation.

F. C. Reimer, with C. L. Dwenger, returned the early part of last week from an extended trip in the West, after breaking every record for sales he has ever made in his long connection with the firm.

F. W. Primrose, with Graham & Zenger, returned last Friday from a four months' trip. Lake and brook trout, take notice !

George A. Bauer, with the Edwin Bennett Pottery, Baltimore, made a flying visit to New York last Saturday.

Louis J. Clarke, who has been in the city buying for B. Lowenstein, Memphis, Tenn., will leave for home on Friday.

Charles E. Cardon returned Friday from his Western trip for J. H. Venon.

George Knowles, the well known East Liverpool pottery salesman, left Saturday, the 13th, on a trip to England. This is Mr. Knowles' fifty-first trip across the water, and although past ninety years of age he is still hale and hearty and enjoying the best of health.

Henry J. Knatz, china buyer for Gimbel's, Philadelphia, who came home from Europe last week, was a city visitor on Tuesday.

John A. Nixon, manager of the Philadelphia office of the United States Glass Co., spent last Friday at the New York office of the concern.

K. Lutz, with Louis Wolf & Co., returned Monday from his trip in the Middle West.

F. Langfelder, with Louis Wolf & Co., left last week to cover Pittsburgh, Baltimore, Washington and adjacent cities.

I. P. Hurlbutt, with A. A. Vantine & Co., will spend the greater part of the summer at Georgetown, Me., in order to recuperate thoroughly so as to be able to get into harness again in time for the next import season.

M. S. Neuman, with A. A. Vantine & Co., has returned from his Western trip with good reports.

Miss R. Rosenblatt, with N. Snellenburg & Co., Philadelphia, has just returned from her toy-buying trip abroad.

H. C. Billington, with Goodwin's, Ltd., successors to A. E. Rea & Co., Montreal, was placing orders in the District on Tuesday.

F. A. Hopton, one of the star roadmen of the American Brass & Copper Co., is due here the latter part of the week, and will probably remain in until the fall season opens.

John O'Hare, with C. L. Dwenger, has returned to headquarters after some weeks spent in working the small towns in the South and East.

A. J. Fondeville, of Fondeville & Van Iderstine, sails for home on the "Lusitania," leaving Saturday next.

Harry O. Phillips, the former Japanese goods salesman, who left the business some months ago, is now engaged in a novel advertising scheme which bids fair to be very profitable.

Charles A. May, president of the Maddock Pottery Co., Trenton, made a flying visit to the city on Wednesday.

E. Torlotting, agent for the St. Louis Crystal Glass Co., who was due here on Monday, has been delayed at Boston.

Arthur J. Bennett, president of the Cambridge Glass Co., was visiting his New York representative, Mr. Dealing, last Friday and Saturday.

J. H. Ackley, proprietor of the Ackley China Co., Poughkeepsie, N. Y., made a short visit to the District this week in search of spring goods.

J. Magnus, with L. Krower, New Orleans, made the rounds of the District the early part of the week.

IN TOWN.

Abbreviations—c, crockery; g, glass: hf, housefurnishings; l, lamps; t, toys; s, silverware.

THE following buyers have reported in town since our last issue:

L Furchtgott, of Kohn, Furchgott Co, hf, Jacksonville, Fla. 108 Worth.

Mr Le Compte, of Le Compte & Co, Baltimore.

H W Neely, with Pittsburg D G Co, t, Pittsburg. 43 Leonard.

G L Adams, with J Horne Co, t, Pittsburgh 320 Church.

A Kallman, with England Bros, hf, c, t, Pittsfield, Mass. 75 Spring.

H M Troupe, with Clarke Bros, hf, Scranton, Pa. New Grand.

H F Torrey, with Jordan-Marsh Co, t, Boston. 31 Union square.

J C Gardiner, with Carson, Pirie, Scott & Co, s, Chicago. 115 Worth.

W D Gilmore, with Beggs Co, c, Columbus, O.

A L Burbank, with Burbank, Douglass & Co, Portland, Me.

J A Ackley, of Ackley China Co, Poughkeepsie.

DRESDEN CHINA.

WHAT we call Dresden china is not made in Dresden, but at the town of Meissen, on the River Elbe, about fifteen miles below the capital. It is all made by the government, and the factory formerly filled an ancient castle which for centuries was the residence of the kings of Saxony It is an imposing structure and occupies a picturesque position upon the bluffs that overhang the river. There is a cathedral near by with several beautiful Gothic spires which add much to the architectural effect.

There are 700 workmen whose pedigrees are as well known as that of his majesty himself, for their ancestors have been employed in the factory for centuries. It is expected that the oldest son of every family shall learn his father's trade and succeed him in the factory when he has acquired the necessary skill and experience. The wages are comparatively small, however, and are not more than half as much as those received by the employes of Trenton, East Liverpool, and other potteries of the United States. Some of the artists—and they are artists—who design and mold those exquisite examples of Dresden china which are so much admired, are paid $7 and $8 a week, and they work eleven houas a day, from 7 o'clock in the morning until 6 o'clock at night. There has recently been an advance in wages, because of the increased cost of living, which is felt here as much as in the United States, but it was comparatively insignificant—only a few dollars a month

Dresden china was invented by an alchemist named Bottger, while searching for the philosopher's stone, and trying to make artificial gold out of Saxon clay. Specimens of his work, incapable of imitation, are still preserved in the historical museum. They represent animals of various kinds, clusters of flowers and various grotesque designs. From fear of being arrested as a necromancer he fled to Wittenberg, where he was arrested, brought back to Dresden and shut up in prison. But he continued his experiments, and they were so successful—as far as the porcelain was concerned—that the king established him in a wing of the Albrechtsburg castle at Meissen in 1710, and there, under his direction, the present factory was developed. The king made Bottger a baron in 1711. He continued director of the Meissen factory until his death in 1719, and it was enlarged from time to time until it occupied the entire castle. In 1873 it was removed to the present building, erected for the purpose, and the castle was restored to its former condition The frescoes in the banquet hall represent the development of the porcelain industry under Bottger.

BUSINESS BRIEFS.

The F. Schulze Co., china and glass dealers, have removed to 11 West Fourth street, Cincinnati, O.

* *

Godschalk & Eichhorn have opened a crockery, glass and housefurnishing store at Far Rockaway, N. Y.

* *

Schedules in bankruptcy of Chas. Lustgarten, wholesale dealer in toys, 17 Chatham square, this city, show liabilities $5,842 and assets $801.

* *

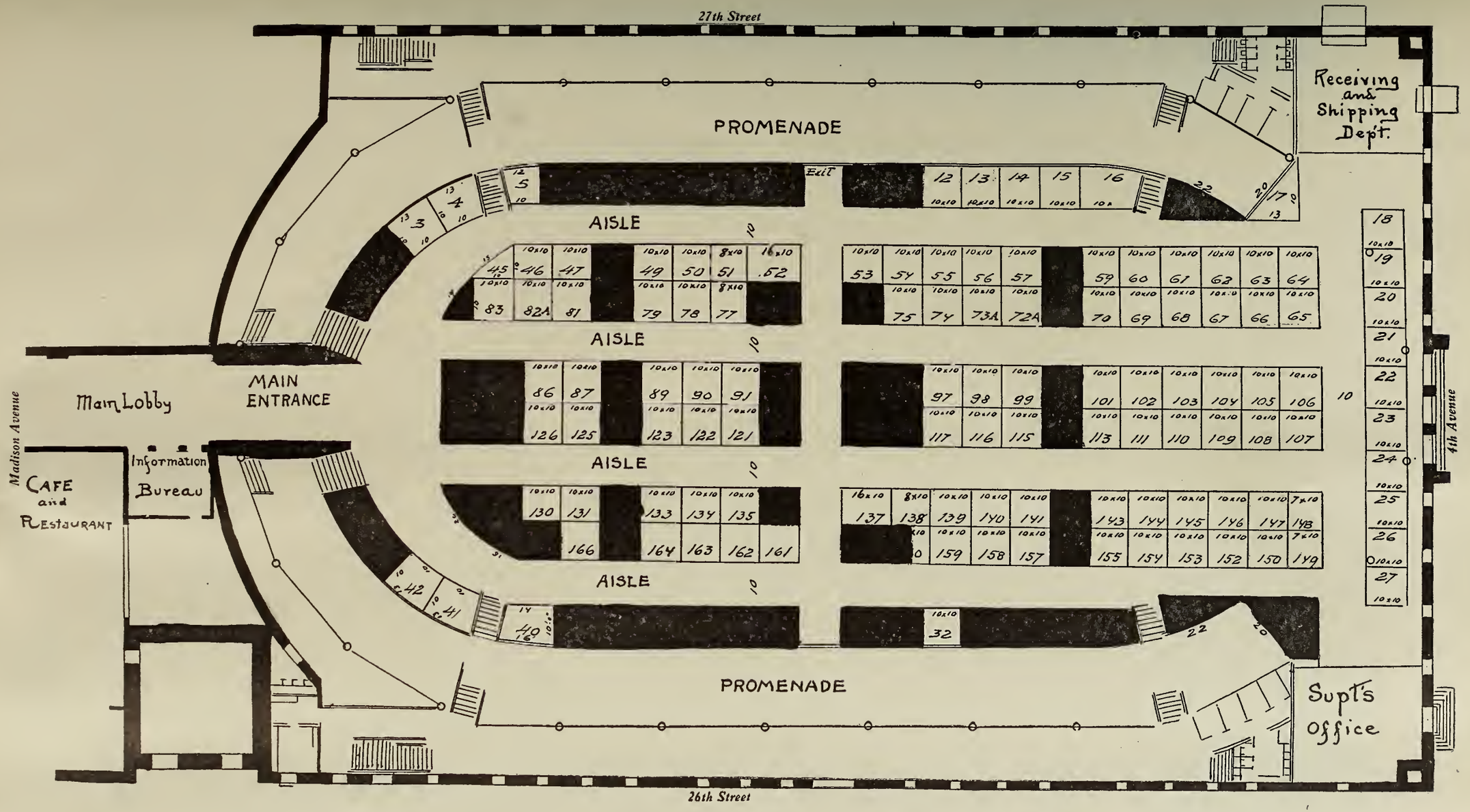
The Brooklyn glass cutters, members of Local 68 of the American Flint Glass Workers' Association, are scheduled to hold a big picnic at Mariondale Park on June 17.

* *

The composition of Marie Herschman, dealer in toys at 24 East 125th street and No. 2280 Third avenue, this city, with her creditors at 25 cents on the dollar, cash, has been confirmed by the court. Liabilities were $10,280.

* *

Addison Thompson, receiver for the Ohio Flint Glass Co., will offer for sale in the court room of the United States Circuit Court at Columbus, O., Monday May, 22, at 2 p. m., to the highest bidder the remaining uncollected book accounts of the Ohio Flint Glass Co,, after deducting payments that have been made to receiver of said accounts, twenty-five per cent of purchase price to be paid in cash and the balance upon confirmation of the sale by said court. Booked value of same is $4,007.43; appraised value, $2,108.16.



GROUND PLAN OF NATIONAL HOUSEHOLD SHOW TO BE HELD AT MADISON SQUARE GARDEN, THIS CITY, AUGUST 19 to 26

In addition to black areas the following spaces have been sold or reserved: Nos. 13, 16, 17, 21, 22, 23, 24, 32, 40, 75, 97, 105, 106, 107, 108, 130, 137, 138, 139, 161.



IMPORTS AT NEW YORK.

Petaining to China, Crockery, Glass, etc., for week ending May 16, 1911.

ANTWERP

115 packages glassware.....B Gunthel
44 " " .....L Straus & Sons
14 " " .....Graham & Zenger
15 " " .....C J Dierckx
1,165 " " .....Miscellaneous Orders
48 " earthenware.....L Straus & Sons
51 " " .....Koscherak Bros
3 " " .....Fensterer & Ruhe
6 " " .....Miscellaneous Orders
33 " chinaware.....Vogt & Dose
8 " " .....Mitchell, Woodbury Co
3 " " .....Strobel & Wilken Co
6 " " .....Miscellaneous Orders
76 " toys.....B Illfelder & Co
10 " " .....C B R uss
2 " " .....G W Travers
2 " " .....L H Mace & Co
44 " " .....Strobel & Wilken Co
160 " " .....Miscellaneous Orders

BREMEN

17 packages glassware.....L Straus & Sons
203 " " .....Eimer & Amend
414 " " .....Miscellaneous Orders
78 " toys.....Geo Borgfeldt & Co
4 " " .....F A O Schwartz
5 " " .....C B Rouss
2 " " .....G W Travers
24 " " .....Strobel & Wilken Co
120 " " .....Miscellaneous Orders

BORDEAUX

32 packages chinaware.....Wm Guerin & Co
434 " " .....Haviland & Co
12 " " .....Bawo & Dotter
19 " " .....A G Moment
74 " " .....Miscellaneous Orders

COPENHAGEN

3 packages earthenware.....Bawo & Dotter
33 " " .....C B Rouss
6 " glassware .....Fensterer & Ruhe
141 " toys.....Geo Borgfeldt & Co

GLASGOW

1 package earthenware.....W S Pitcairn

LONDON

16 packages toys.....Geo Borgfeldt & Co
5 " " .....Bawo & Dotter
13 " " .....Strobel & Wilken Co
5 " " .....Miscellaneous Orders

TRIESTE

133 packages glassware .....A L Crawford
284 " " .....Miscellaneous Orders

LIVERPOOL

4 packages earthenware.....The Rowland & Marsellus Co
4 " " .....Fondeville & Van Iderstine
22 " " .....H C Edmiston
9 " " .....Maddock & Miller
13 " " .....Bawo & Dotter
12 " " .....George Hamilton
16 " " .....Geo Borgfeldt & Co
16 " " .....Meakin & Ridgway
25 " " .....Miscellaneous Orders
8 " toys.....Strobel & Wilken Co

LIMOGES

172 packages chinaware.....Theodore Haviland & Co

ROTTERDAM

39 packages earthenware .....Geo Borgfeldt & Co
95 " " .....B Illfelder & Co
9 " glassware.....Graham & Zenger
16 " " .....Bawo & Dotter
27 " " .....Miscellaneous Orders
44 " toys.....F A O Schwartz
19 " " .....Miscellaneous Orders

HAVRE

7 packages chinaware.....Bawo & Dotter
16 " " .....H R Churchill
81 " " .....Wm Guerin & Co
28 " " .....J Pouyat Co
36 " " .....Miscellaneous Orders
38 " glassware.....E Utard
28 " " .....Miscellaneous Orders

HAMBURG

2 packages glassware.....Fenesterer & Ruhe
12 " " .....O O Friedlander
7 " " .....W R Noe & Sons
2 " " .....F Euler & Co
1 " " .....Strobel & Wilken Co
372 " " .....Miscellaneous Orders
43 " chinaware .....Strobel & Wilken Co
89 " earthenware .....Geo Borgfeldt & Co
199 " " .....O Goetz
40 " " .....Miscellaneous Orders
25 " toys.....B Illfelder
63 " " .....Strobel & Wilken Co
7 " " .....Miscellaneous Orders

SOUTHAMPTON

23 packages chinaware.....J H Venon
23 " " .....H Creange
4 " " .....Bawo & Dotter
2 " " .....Ceramic Importing Co
3 " " .....L D Bloch & Co
18 " " .....Blakeman & Henderson
23 " " .....A G Moment
23 " " .....Wm Guerin & Co
87 " " .....Miscellaneous Orders

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

72 packages earthenware.....Jones, McDuffee & Stratton Co
4 " " .....Mitchell Woodbury & Co
5 " " .....Houghton & Dutton
5 " " .....American Express Co
1 " " .....R F Downing & Co
3 " " .....Rowland & Marsellus Co
10 " " .....E Butler
8 " " .....F W Miller & Co
5 " " .....Miscellaneous Orders

Among the Potteries
East and West

East Liverpool and Vicinity.

The proposition to erect a new pottery in Parkersburg, W. Va., with a flint mill attached, is still pending, and Joseph G. Lee, of this city, is said to be at the head of the movement, although he willneither deny nor affirm the report. Mr. Lee is now manager of the local plant of the Potters' Mining and Milling Co., and has occupied such position since he left the pottery business over a year ago. The Board of Commerce of Parkersburg also refrains from making any direct statement concerning the deal.

* *

Hugh Nevin, Eastern salesman for the Knowles, Taylor & Knowles Co., has recovered from his recent illness, and has started out over his territory with the samples of the company.

* *

Gustav F. Lindhardt, who represents a number of domestic potteries and glass factories in St. Louis, made his first visit to the district this week. "I wanted to see how American pottery was being made," said he to the writer. The firm of Barris & Lindhardt has been dissolved, the former retiring, and his interests being taken over by Mr. Lindhardt and Wickliffe S. Frazier. The new firm, which has offices in the Pierce Building, is known as Lindhardt & Frazier.

* *

The largest car of pottery ever shipped from here was recently loaded by the Harker Pottery Co. It was one of the Santa Fe 50-foot automobile cars, and was consigned to a Western point.

* *

Edward Touhill, formerly connected with the sales departments of potteries here and at Niles, O., is said to be traveling for a Western jobbing house.

* *

"The Empress" has been selected as the name for the new toilet shape which will be shown June 1 by the Smith-Phillips China Co. Like the "Princess" and "St. Elmo" dinner shapes of this concern, the new toilet will be a plain design, with a lower ewer than the ordinary run. The bowl will also be broader. Treatments are now being selected, and will be decidedly original. Joseph Davis, Western salesman, has returned from his trip.

* *

Ralph Crowl, Western salesman for the German-American China Co , of this city, was at the home office a few days ago.

* *

Frank I. Simmers is traveling through the Middle West for the Hall China Co.

* *

T. A. McNicol, sales manager for the Potters' Co-Operative Co., is completing a Western trip which has taken him into Kansas, and is expected at the home office within a few days.

Trenton.

The various potters' locals here are lining up for the annual convention of the N. B. O. P. which meets in Atlantic City next month. Resolutions are now being whipped into shape, and in a few weeks the stage will be set for one of the most important conventions, so far as Trenton is concerned, ever held in the labor world. While the usual resolutions for increases will be presented, there are one or two subjects which are commanding especial interest. Probably no question is looming up so large as that of the referendum for the election of officers. Until a few years ago the potters were apparently content with the manner in which things were moving, but now an effort is to be made to introduce those features which have made other trade unions a power in the labor world. It is generally conceded that President Duffy will be re-elected without opposition. The office of first national vice president, held by Frank H. Hutchins, of this city, is the rock on which the storm will probably break. Two years ago the opposition to Vice-Presdient Hutchins could muster only twenty five votes, while last year they came very nearly capturing his office. Just what line will be followed this year is problematical, as the fight of last year was kept under cover until

the convention floor was reached, and the same method will no doubt prevail this year.

* *

A half-dozen American tile making machines have just been shipped from Trenton to England and Australia. Edgar Walker, of the Australian Decorative Tile Co., who came to America especially to investigate the tile industry of this country, awarded to Trenton concerns the palm of producing the best mechanical devices he had ever seen.

* *

James H. Mulheron, who recently retired as secretary of the Cook Pottery Co., was last week elected to the office of sealer of weights and measures for the County of Mercer at an annual salary of $1,500.

* *

Ambrose G. Dale, secretary and general manager of the International Pottery Co., he resumed his duties at that plant after spending a few days fishing in the Poconos. From all accounts Mr. Dale had phenominally good luck. He is quoted as having caught thirty-eight trout in a day, one of which weighed 13¾ pounds.

* *

A. H. Hays, who covers the New England States in the interest of the Cook Pottery Co., arrived home last Friday, to remain until about the middle of July.

* *

Frank C. Locke, proprietor of the Newtown, Pa , Pottery, spent several days here last week.

Grafton, W. Va. C. H. Warner and J. H. Irving have appeared before the Board of Trade with a proposition to build an eight-kiln pottery here. A fund of $11,000 is being sought. The proposition is now being given final consideration.

Boulder, Col. John J. Harold, formerly with the Roseville Pottery Co., Zanesville, O. has been here interesting local capital in the erection of a new pottery. Large deposits of china clay on which the State geologists have put their O. K. have been found in Sunshine Canon, and certain pottery manufacturers have also passed favorable opinion upon the trials. Another report is to be made, and if this proves as satisfactory as the first the erection of the pottery is assured, for ample capital is waiting to invest.

THE salesman who thinks he has exhausted the talking points of his goods had better wake up, or change his line.

AT ST. LOUIS.

FOLLOWING a prolonged period of quietude in Mound City crockery and glass trade circles, buying has enlivened somewhat during the past few weeks, although there are still many complaints about the slow movement of merchandise. Most of the traveling salesmen passing through here assert that while business is slightly improving, orders continue to be small in quantity, and conservatism actuates the jobbing houses, particularly west of the Mississippi.

* * *

Spring trade with the Lange China and Glass Co. is fairly good at both of their establishments.

* * *

Wm. Alfred Barris, of the Barris & Lindhardt Co., manufacturers' agents, severed his connection with the firm last week. Lindhart & Frazier succeed.

* * *

C. C. Mayer, local representative of the Jefferson Glass Co., the Monongah Glass Co., and Ripley & Co., has returned to the Granite Building from a trip to Southeastern Kansas and Oklahoma points, and reports good business. A rich line of heavy cut jugs, tumblers, nappies and vases has arrived in Mr. Mayer's sample room from the Mound City Cut Glass Works, Moundsville, W. Va.

* * *

A fine lot of cut glass samples have arrived at the warerooms of C. H. Parshall, representative of the Potomac Glass Co. and the Ohio China Co. Mr. Parshall's son is covering the Western states at present.

* * *

W. S. Jackson, representing Taylor, Smith & Taylor, East Liverpool, registered at the Planters' Hotel last Sunday.

* * *

Geo. Pugh showed the Mayer China Co 's crest and badge patterns, together with the firm's round edge and thick hotel and restaurant ware, at the Southern the fore part of the week.

* * *

Other glass and crockery salesmen quartered in the same house last Sunday were S. Q. Hamilton, of the Tarentum Glass Co.; Frank Lawrence, of the Fostoria Glass Co., Moundsville; Jack Kennedy, of the Roseville Pottery Co., Zanesville; and Edw. Downey, representing the J. W. McCoy Pottery Co., Roseville, O.

* * *

C. T. and W. J. McKenna, cut glass salesmen, and W. A. Slover, were recent guests at the Planters' Hotel.

Around the Glass and Lamp Factories.

Pittsburgh and Vicinity. Jobbers say the demand for tumblers and soda fountain goods is so strong this season that it is rather hard to get prompt shipments. Sundae glasses have a great call, and the colonial lines of these goods are proving the best sellers. The wholesale drug trade has been a very liberal buyer of these lines, and some of the department store managers have been duplicating their first orders.

All papers in the bankruptcy case of the New Method Art Glass Co. were removed last Thursday from the United States District court to the office of Referee in Bankruptcy William R. Blair. No date has been set for a hearing.

D. C. Ripley returned last week to the Pittsburgh office of the Ripley Glass Co. after a brief stay at Cambridge Springs, and on Saturday night left for New York to attend the meeting of the National Manufacturers' Association which took place at the Waldorf-Astoria the early part of the week.

A glass sanitary drinking fountain for chicken farms, a new specialty being made by the L. E. Smith Glass Co., Mt. Pleasant, Pa., is having a good sale among the country stores. The fountain shows at a glance whether or not the chicks are getting fresh water.

Jellies and jars have started to move with a rush. Dealers are evidently ordering in anticipation of a heavy fruit crop. Local manufacturers in these lines say the volume of business is very heavy for the season.

W. L. Gaston, Western salesman for the McKee Glass Co., has returned to the home office.

In order to demonstrate the new collar now being used on its line of lamps, the United States Glass Co. is sending out a glass paper-weight which resembles the top of the lamp bowl, and in which is placed the new patent collar. It is welded into the glass in such a manner that it is impossible to detach it.

Salesmen report stocks in all stores—large and small—very low, and that the owners and managers admit that the time is coming when they will be compelled to order in larger quantities.

It is reported that one of the busiest glass factories in the West Virginia district will double its capacity next year by the erection of an additional fourteen pot furnace.

S. R. Frazier, who has been out with the bar and fancy goods lines of the United States Glass Co., returned home this week for a brief stay.

Mount Pleasant, Pa, The many new shapes and pretty etchings which Bryce Bros. brought out at the beginning of the year have taken well with the trade. The high grade ware which they produce is thoroughly appreciated by people of refined taste.

Wheeling W. Va. The Central Glass Works are working full time with three furnaces. The quality of the glass turned out at this factory, combined with excellent designs and careful workmanship, results in continued good business. Some new things are in preparation for the fall trade.

Washington, Pa. The Duncan & Miller Glass Co. are always extending their lines, and every little while bring out either a new pattern or a new item in a pattern already running. They make a high grade of glass, are careful in selections, and enjoy an enviable reputation with the trade. No wonder they are busy in all departments.

AT SAN FRANCISCO.

THE jobbers and manufacturers' representatives are just bringing to a close a very successful importing season. Outside salesmen are now coming in, and, according to reports, the orders taken are somewhat above the normal. The distinctly summer trade—the supplying of resorts, country homes, and the fitting up of hotels and apartment houses—is now at its height, and this promises to be unusually large, particularly in the central part of the State. The hotel supply business is good, but will be still larger when it is definitely known in what part of the city the Panama Exposition will be placed.

B. F. Heastand, western representative of the Fostoria Glass Co., who has been in Los Angeles and other points in Southern California for a couple of weeks, is now working northward and will be in San Francisco again in a few days. He reports a good business.

E. P. Charlton & Co., operators of 5, 10 and 15 cent stores, have bought out the business of the Pacific Syndicate Co., their principal competitor in this city.

E. T. Richardson, a large retailer of Ogden, Utah, is in San Francisco this week placing orders for fall delivery. He reports his section in good shape for the spring and summer.

E. Jackson, traveling man for the Thos. Day Co., handlers of globes and lighting fixtures, is now at Portland and will go to Spokane before returning to this city.

Walter Bauer, traveling representative of the Roberts Mfg. Co., is in the interior of the State for a few days, where he is finding business conditions generally very healthy.

Sylvester Baker leaves in a day or so for a short trip to Sacramento before taking his regular Southern trip for the Macbeth-Evans Co.

E. W. Schulz, road man for Herman C. Kupper, New York, has arrived here by way of Los Angeles, where he found business very good.

M. Shirley, with Maddock & Miller, is in San Francisco, having come by way of Portland.

Rowland F. Allen, president of the Morgan & Allen Co., wholesale handlers of glass, silver ware and hotel specialties, was married a few days since to Miss Emma Baker of Santa Rosa, Cal. Mr. and Mrs. Allen are now on their way to New York and other points in the East.

A. A. Otte, San Francisco manager for the Pittsburgh Lamp, Brass & Glass Co., is visiting his trade in Los Angeles and adjacent points.

In Los Angeles the retailers are doing a good business. A number of special sales are being advertised by the department stores. This week the "Broadway" is making a drive on white china for hand painting. Brent's, on South Main street, is giving twenty per cent discount on all dinner sets during the present week.

Joseph Heinberg, of the Cowen-Heinberg Co., left a few days since for a visit to his northern territory. Before leaving he made a short run into the southern part of California and picked up a number of good orders. This house does a wholesale business in imported Chinese and Japanese chinas as well as in domestic and European goods.

SPECIAL NOTICES.

The cost of advertisements under this heading is $1 for the first and fifty cents for each following insertion for each half inch of space (30 words). PAYABLE IN ADVANCE.

SITUATIONS WANTED.

A BUSINESS-BUILDING as well as business-getting salesman of proven ability and extended experience, handling "big game" on the Pacific Coast, seeks a specialty factory or importer's line. Address Box 758, this office.

BUSINESS OPPORTUNITIES.

SALESMEN! Why not earn extra money? Pay your expenses with our line on the side. Nothing but sellers. We are first hands; pay most liberal commission. Address ASSOCIATE MANUFACTURERS, this office.

A GOOD, live man, or firm, to sell established line of illuminating glassware in Baltimore and Washington on commission. State reference and experience. Address H-L 28, this office.

NEW FREIGHT SERVICE from East Liverpool, O.

Buyers of pottery should insist shipments—either bulk or packages—be routed over Erie, Youngstown and Ohio River railroad (the new railroad into the pottery centre) from East Liverpool. Traffic arrangements with all steam roads throughout the country, enabling advantageous routing and rating to any point in the United States, Canada or Mexico. For rates, apply to any agent or J. J. CHANDLER, Chief Tariff Bureau, Leetonia, Ohio.

DECORATED LAMP CHIMNEYS.

We beg to announce that we are in a position to supply decorated lamp chimneys at extra low prices. Our decorating device, which has a capacity of 1,000 dozen per day, is at your service. Samples and prices may be had upon request.

GARRETT & CO., New Martinsville, W.Va.

CROCKERY AND GLASS JOURNAL

NEW YORK, MAY 25, 1911.

THE CONDITION OF BUSINESS.

New York. Conditions are about normal for this time of the year. A few buyers have been in and placed moderate orders. The returning travelers are bringing in better reports than were expected. Mail orders are good for small amounts and come frequently.

The summer trade has begun remarkably well. Last year at this time it was cold and wet, and the nearby seaside resorts were deserted. This year the beautiful weather has caused throngs to visit resorts in greater numbers than for many years past; all of which makes business.

Reports from the domestic factories are exceedingly good for the time of the year. It is true that the manufacturers complain to some extent, but comparisons with previous seasons show that they are doing more than for three years past at this period, and that the sales of both crockery and glass are in excess of any year for a long time. This is particularly true of glass, the demand for which, both domestic and foreign, is unusually good. Resident agents in this city are complaining that they cannot get their orders filled—convincing evidence that the factories are busy. In view of the fact that they will close for the usual summer shutdown in five weeks, it behooves buyers to place their orders soon, or they may find it difficult to obtain ware. The factories are not accumulating stock, but are shipping from lehr to packing house.

General conditions continue favorable. Except for possible drought, there is nothing in sight to prevent good crops. As to the political situation, of one thing we may rest assured: except for the matters in hand no more tariff tinkering will be done until the fall.

If it is any consolation to the crockery trade, it can be said that the same hand-to-mouth policy exists in every commercial enterprise. One would suppose that people must eat, good times or bad; yet the grocery trade is complaining that orders are for small amounts, although in the next breath asserting that it has been the biggest year in the history of the trade. The dry goods people are not doing as much, but they are doing it on exactly the same plane as the grocery trade. One industry, however, reports excellent business: the automobile output is so large as to lead people to assert that there is where the money is going. The English coronation has taken away hordes of people, and it is estimated that a hundred millions of dollars will leave the United States this spring to be spent in Europe.

A gratifying feature, in spite of all drawbacks, is the fact that merchants are beginning to believe that the period of dullness is about over. Everybody is now talking about what a good fall we shall have; and if that optimistic impression grows it will in itself create business.

Trenton.

While a number of the local potteries continue to operate on full time, others are only working about half, and a few are almost at a standstill. The principal business being received is for match orders or small purchases to fill in stocks. An earlier and longer shut-down this summer than has been seen here in many years is predicted.

Pittsburgh and Vicinity.

Orders with glass manufacturers in this territory continue rather streaky—some days good, others very few being booked. An excellent amount of of business was booked by some manufacturers during the early part of the week; after that apathy ruled. Lamps are moving nicely, and the demand for blown goods is about the heaviest ever experienced.

East Liverpool and Vicinity.

While a number of potteries in the Western district are running to capacity, others are operating only to about seventy-five per cent. The "slow up" has come on a few weeks earlier than usual, and this means that the heavy summer buying will have to start that much earlier.

COURTESY THAT WAS APPRECIATED.

INDIANAPOLIS, IND., May 19, 1911.

Editor CROCKERY AND GLASS JOURNAL:

Dear Sir—It was the writer's good fortune to attend the recent convention of the Indiana Retail Jewelers' Association, Evansville, Ind., and I wish to state that I have never met with a more congenial, open hearted, and entertaining body of men. The treatment they gave me as a commercial traveler and exhibitor was such as will ever keep in my heart a warm spot for their officers and members. We were invited to attend the banquet as guests of the Association. They not only departed from the established rule of "bleeding" us for every cent possible because "your house pays it," but made us feel they appreciated our presence, and that a limited amount of the Association's success depended upon our being there.

The jewelers individually treated us with as much courtesy as that shown by the Association. We were made to feel that their continued success rested upon our future visits, and therefore would be appreciated, instead of giving us the impression that we should be grateful for the privilege of crossing their theshhold to solicit business. It would be unfair to the large china and glass establishments which have always borne the reputation of being very considerate to commercial travelers not to say that their accustomed courtesy was in no manner lacking. This I had a right to expect, as I knew their calibre from personal acquaintance; but I was a perfect stranger to the jewelers.

If the trade as a whole would be more civil to the commercial traveler we could go around with a lighter heart and lend more cheer and the other things which go to make up any successful business, and we would all be better off, not only so far as our happiness is concerned, but our finances as well.

Yours very truly,
HARPER J. RANSBURG.

TO CLOSE ON MONDAY.

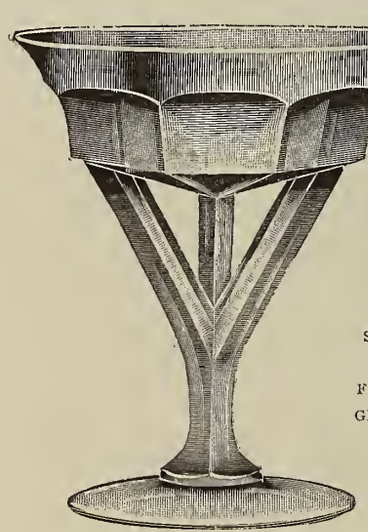
A PETITION is in circulation among the trade to close on Monday. More than twenty-five signatures had been obtained when we went to press, including nearly all the French and English importers and some of the German houses, and it looks as though Decoration Day this year would provide the occasion for a holiday from Saturday to Wednesday.

A NEW ONE.

THE custom of sending postal cards to customers announcing the date of the salesman's arrival was varied last week when one of them sent out the the following cryptic screed:

DEAR CHARLEY: Will have the pleasure of calling on you in a few days in the interest of my companies. Business is splendid—with new men and old liars.

Yours, HARRY.



NOVEL SHERBET BY FOSTORIA GLASS CO.

The New York Crockery and Glass District.

THE streets in the District are in a deplorable condition. The erection of the Woolworth Building and the conversion of an old dwelling house into a store on Murray street keep the air full of dust, and the relaying of the street railway tracks in Barclay street has caused more dirt and confusion. Owing to the shortage of water the streets have not been sprinkled; consequently the warerooms are filled with all sorts of flying debris It is impossible to keep a stock of china and glass in a presentable appearance under such circumstances.

Bawo & Dotter have on exhibition their new line of fall goods in open stocks ready for delivery, including dinnerware, novelties, housefurnishing goods, and foreign and domestic glass in great variety. In the china lines they show French, German, Austrian and English wares, and have a stock sufficiently varied to supply the wants of any dealer in the country.

Many of the local agents in the city are arranging to spend Saturday, June 10, at the twentieth annual picnic of the employees of Budde & Westerman. The outing will be held this year at the Monroe Eckstein Park, Castleton, S. I.

C. Dorflinger & Sons have been making material changes in their New York warerooms on Murray street. The office, which hitherto has been on the second floor, has been moved to the third, so that additional showrooms might be given to their increasing lines, the display of which is more attractive than ever.

H. R. Churchill, who represents L. Bernardaud & Co., still holds open his offer to send a sample plate of any of the eighteen open stock patterns which he carries in stock in New York to any dealer who may apply for it. That they may know what to select he will furnish them with an illustrated booklet showing all the different designs, among which are some of the most attractive on the market. Mr. Churchill also carries in stock a large line of white china for immediate delivery.

The Plume & Atwood Mfg. Co. have been having unusual success with their new adjustable single light fixture. The little device is strongly constructed, and seems to fill a universal need for a combination desk lamp, wall bracket and general handy light. The price is also very tempting.

The Consolidated Lamp and Glass Co. has just received two samples of thirteen-inch blown vases with floral decorations in a new method of treatment. The ware is noticeable for its fine colors

Samples of a new line of stemware have been received this week by A. P. Doctor, of the Central Glass Works. The glass is made up in novel shape, and has a graceful appearance. Their well known "Thistle" pattern is now shown in a hollow stemmed champagne. Other new pieces include a lobster cocktail made for silver deposit work, a tall-stemmed cocktail, and a single and double portion mustard or horseradish container

"Shower lights" in seemingly endless varieties can be seen at the local office of the Pittsburgh Lamp, Brass and Glass Co Their gracefulness of outline and solidity of construction make them very desirable.

E. R. Thieler has some new designs in Mettlach steins which are marked at very low prices. The season is near when these goods will be in great demand, owing to the immense amount of magazine advertising they are getting, and every dealer should carry some of them in stock.

The latest reports from John Morgan & Sons indicate that they are doing a very good business on their small shades for shower lights. These are to

be seen in a multitude of shapes and designs, fresh from the factory A good point about "Modern Stained Glass" is its adaptability to special designs, private crests, etc. These can be made to order at but a slight advance on regular stock prices

Cox & Lafferty are showing this week a water set from the Imperial Glass Co. that has some strikingly new features. It is a radical deparature from anything yet seen in pressed glass. The design is in bas relief, the groundwork being stippled, and the figure is a rose in one instance and a daisy in another. As a piece of mold work it stands out prominently both as regard novelty and execution.

Wm. Guerin & Co. have one of the most extensive lines of fancy plates in French china shown in this market They make a specialty of service plates, and have a large assortment in white and gold, as well as in colors. It is unnecessary to more than refer to their excellent flow-blue designs, of which they have always made a specialty.

AT BOSTON.

THE Mitchell, Woodbury Co. have had printed handsome colored post cards showing the interior of the Boston store. These are used by their travelers as "trade notifiers." Charles Woolley, their New York State man, has returned from a successful trip.

Paul M. Phillips, New England manager for S. A. Weller, Zanesville, O., leaves in a few days for his customary trip to the home offices and factory, and will remain there about a month.

The R. H. Stearns Co. are constructing a new lamp room, which will be considerably larger than the present one. The present lamp space will be used as an increase to the cut glass end. George H. Wood, buyer, will visit the New York market about the first of June.

M. A. Lovell, envoy extraordinary for the United States Glass Co., returned from a trip through Maine. He says that conditions are getting better every day at Bangor, where the big fire occurred, and that business will be on a normal basis ere long.

Visiting buyers were: James Leary, with J. Samuels & Bro , Providence; William M. Cummings, with the David Harley Co., Pawtucket; B. O. Twitchell, with the R. A. McWhirr Co., Fall River; Geo. B. Thibedeau, New Bedford; E. H. Farnsworth, of Farnsworth & Co , Brockton; Mr. Krouse, with Shartenberg & Robinson, Pawtucket.

Edw. E. Wilgus, the Buffalo Pottery booster, whose home is at Natick, is about town frequently these days. Mr. Wilgus leaves for the factory soon, whence he departs on a Western trip.

Mr. Burbank, of Burbank, Douglas & Co., Portland, Maine, was in town last week en route to New York. He is one of the most esteemed members of the New England trade, while the house itself ranks high in crockery and glass circles.

Wm. R. Claflin has secured the cut glass line of the Wm. H. Gibbs Co , Stroudsburg, Pa., for New England, and is already showing a lot of fine samples.

G. K. Marshall, with Henry T. Edwards, the Fostoria Glass Co business-builder, is showing a lot of activity by continually traveling the big cities of this territory.

J. Kershew, owning a tea store at Fall River and a big buyer of crockery, was purchasing stock this week.

The wholesale coterie to greet us included D. R. Marshall, of the Tarentum (Pa.) Glass Co.; Mr. McKenzie, with the Geo. H. Bowman Co., New York and Cleveland; B. Evans, with Meakin & Ridgway; George H. Mueller, with Fensterer & Ruhe; Thomas Smallwood, Jr., with Porcelaines G. D. A., and Walter Knowles, with J. Pouyat, New York.

BUSINESS IN SIGHT.

DEALERS in hotel china, attention! William Harris, chairman of the Ritz-Carlton Co., who arrived from Europe last Saturday, says that work will be begun at once on an extension to the Ritz-Carlton in this city. One hundred rooms and a banquet hall to seat three hundred people, together with several small private dining rooms, will be added. This will of course necessitate the purchase of china. He further said that a hotel with 400 rooms would be erected on the site of the old Windsor Hotel at Atlantic City, and one of sixty or seventy rooms, with banquet hall and restaurant, would be started in Philadelphia shortly. Work has already begun on a new hotel in Montreal. It is also proposed to build a hotel in Bermuda.



ON THE PACIFIC COAST.

THE retail trade of the Coast is now laboring with the annual problem of finding something new and attractive in which to interest buyers and tide over the dull summer season. San Francisco dealers are showing vacation specialties and are offering attractive outfits for fitting up summer homes and camps and for use on mountain or seashore trips. So far none of the larger crockery, housefurnishing or department stores have resorted to special clearance sales, and San Francisco is quite free from cut price competition for the time being. In the other Coast cities there is more or less doing in the way of special sales, some of which are reported to be meeting with good success.

This is to be something of a convention summer for San Francisco, and dealers are looking over their stocks to see just how they will be able to make the most of the opportunities to be presented. The convention of the National Educational Association will be held here next month, and this will be followed by a number of other gatherings. Some dealers will look to art goods and souvenirs as features for the convention weeks, but probably the larger houses will cater more to the visitors from the interior of California than to the delegates and tourists from the East. These national gatherings always bring a lot of Californians to San Francisco, and these are the people who will buy in large enough quantities to be really worth while.

F. Dohrmann, Jr., of the Nathan-Dohrmann Co., and Charles Brandenstein, of M. J. Brandenstein & Co., were members of the Merchants' Association excursion to Northern California and Southern Oregon. The trip was strictly a business matter, and aimed at building up the wholesale trade of this city.

Several meetings of the creditors of the Harlow Bricca Co., a San Francisco mail order house doing an extensive business throughout Central California, have been held recently. Liabilities amounting to $65,000 have been represented at these meetings, and a committee has been appointed to make an investigation.

The Medford Furniture and Hardware Co, and Weeks & McGowan, of Medford, Ore., have secured the contracts for the kitchen and dining room furnishings for the new Hotel Medford at that place, amounting to several thousand dollars. Since the awarding of the contracts the entire establishment of Weeks & McGowan has been destroyed by fire.

The Broadway Department Store in Los Angeles began this week a special sale of housefurnishing goods. Among other features of the sale was a clearing up of over 10,000 pieces of enamel ware at prices ranging from five to forty-eight cents.

Tull & Gibbs, who have department stores at Spokane, Wash , and Portland, Ore., are to retire from the latter city, and are now closing out the entire stock. The Portland store has extensive china, glass, housefurnishings, toy and art departments. The firm will continue in Spokane as heretofore.

The H. E. Gleason Co , handlers of globes, lamps and other lighting fixtures at 1914 Second avenue, Seattle, are preparing to move to 1915 First avenue before the end of the present month. The management is taking advantage of the situation to hold a special sale.

The Fillmore Furniture and Hardware Co., Fillmore, Cal., has bought a new site and will erect a substantial brick building for its own use. The crockery and kitchen ware sections will be considerably enlarged when the new quarters are occupied.

The Stone-Fisher Co. are holding a special sale ot hammered brass at their Seattle store. A large shipment of American-made "Russian" brass goods is included.

George Davis, traveling representative of the Knowles, Taylor & Knowles Co., is now in San Francisco on his tour of the Coast states. He reports a good reception throughout the territory.

Some of the traveling men for the Cowen-Heineberg Co., importers and wholesalers of Chinese and Japanese china and art goods, who have been on the road for some time, have returned to San Francisco for a short space before leaving town on other tours. Mr. Heyman has been in the interior of the state, Joseph Heineberg was in the Northwest, and Mr. Miller has toured the Middle West.

Sylvester Baker, with the Macbeth Evans Glass Co., leaves in a few days for a tour of Colorado and neighboring States. George Boomer, representing the Plume & Atwood Co., will cover the same field with Mr. Baker.

Henry Cronemeyer, manager of the San Francisco office of Bawo & Dotter, has begun to get in his samples of holiday goods and will be receiving and

placing them for some weeks. The old samples are now being sold out to the local trade.

Voss & Rich are holding a special sale of cut glass at their store at Thirteenth street and Broadway, Oakland.

George Peterson, 224 Clement street, San Francisco, who has been appointed special agent for Clark's cut glass in the Richmond district of the city, has now received the initial shipment of his new line.

Advices from Napa, Cal., state that James Tiffany, formerly of Trenton, N. J., is figuring on the erection of a pottery at that place.

Arthur Van Ness, manufacturers' representative of this city handling cut glass and other lines, has returned to the Coast accompanied by his bride having been married while in the East.

James Guild, crockery buyer for E. O. Hall & Son, Honolulu, one of the largest importing houses in the Hawaiian Islands, is on his way here. From this city he will go East to buy stock for his company.

Clifton Lewis, one of the outside men of the Pittsburgh Lamp, Glass and Brass Co.'s San Francisco office, will leave next week on a trip to Southern California.

A. Schlueter & Co , proprietors of a household department store at Oakland, Cal., are adding two stories to the large building occupied on Washington street, between Thirteenth and Fourteenth. This will give them three stories, a large basement and a mezzanine floor. The company carries a full line of housefurnishings, crockery, toys and other goods associated with the bazaar and novelty trade.

Prager's, one of San Francisco's largest department stores, will complete the last section of its fine new store at Market and Jones streets about the end of July. While no definite announcement has been made, it is understood that, with the large addition of space which this change will bring about, a well-equipped housefurnishings department will be added.

Hale Bros., proprietors of department stores in San Francisco and Oakland, have just about completed arrangements with the last of the tenants in the property at Fifth and Market streets, San Francisco, and will shortly begin the work of clearing the ground for the proposed new store. The company has also bought a lot 100 x 100 feet in the very center of the best retail district in Oakland, on which a new store will also be erected. Hale Bros. have in both their stores extensive retail stocks of crockery, glass and brass goods, as well as general housefurnishing lines.

MONTHLY SUMMARY OF IMPORTS.

THE imports of earthenware, stone and china ware for the month of March, 1911, compared with the same month in the preceding year, were as follows:

	1910	1911
Great Britain	$303,414	$223,958
Austria	58,828	52,515
France	225,521	180,084
Germany	257,885	289,801
Japan	92,679	84,607
Other Countries	23,007	28,680
Other Europe		
Total	$960,834	$809,645

FOR NINE MONTHS ENDING MARCH.

	1909	1910	1911
Great Britain	$1,738 792	$2,072,071	$1,963,552
Austria	695 082	664,788	571,731
France	1,149,226	1,400,188	1,332,092
Germany	2,677,065	3,074,765	3,630,602
Japan	789,542	986,953	980,331
Other Countries	175,393	258,935	299,786
Other Europe			
Total	$7,220,105	$8,457,700	$8,778 094

TOYS

	1910	1911
Germany	$224,561	$210,053
Other Countries	41,908	52,035
Total	$266 469	$262,088

FOR NINE MONTHS ENDING MARCH.

	1909	1910	1911
Germany	$3,458,036	$4 831,161	$5,748,580
OtherCountries	349,854	518,760	656,226
Total	$3,807,890	$5,339,921	$6,404 806

GLASSWARE.

MARCH		FOR NINE MONTHS ENDING MARCH		
1910	1911	1909	1910	1911
$663 963	$583,398	$3,69?,696	$4,711,246	$5,378,603

ARTICLES OF METAL ENAMELED OR GLAZED WITH VITREOUS GLASSES.

MARCH		FOR NINE MONTHS ENDING MARCH		
1910	1911	1909	1910	1911
$85,0.6	$85,448	$497,498	$616 744	$576,750

AT CHICAGO.

BOTH the Mandel and the Rothschild department stores are holding special cut glass sales this week. Most of the offerings are of American manufacture, designed and finished here in Chicago.

* *

J. P. Carling, salesman for the Pope-Grosser China Co , Coshocton, O. has been out to Denver and other far western points and reports trade very satisfactory over his entire route.

* *

H. Somborn has opened at the Palmer House with the latest imported models of porcelain lamps for the New York house of Bawo & Dotter and is working the city trade of Chicago and its environs.

* *

Outside of his connection with the firm of Albert Pick & Co. as vice-president of that corporation, Max L. Brede has lately bought at the northeast corner of Calumet avenue and Fortieth street 365 feet of frontage on the avenue on which he plans to build a large factory affording sufficient space to operate a glass cutting and decorating shop in which 150 men may be employed, and in which business he has announced his intention of starting out for himself.

* *

Since trebling their capital the Rothschild Co. department store has acquired Wabash avenue frontage property enough to almost double the size of the present building, which will be replaced with a modern construction fireproof building ten stories high.

* *

Fitting up Great Western Railway trains with the recently adopted club cars gave the Burley Co. a large order for glass, china and silverware.

* *

Since removal to their new quarters on Monroe street, Samstag & Hilder are putting more men on the sales force and increasing their capacity in the china department.

* *

Under the peculiar title of the Hand-in Hand Co. three Bohemians here by the name of Frank Criel, Louis Braockelaere and Felix J. Streyckmans have been granted a charter authorizing them to operate on a $1,000 capitalization a "department store and manufacturing business," in which they will include a crockery department, and it is said will try to start a Bohemian glass plant on their limited capital.

* *

Among the buyers here within the past few days were: W H Grentner, Farmington, Ia.; E W Glick, Lone Tree, Ia.; C Brazzeau, Oconto, Wis.; R Cook, Fulton, Ind.; C C Eldridge, Marshalltown, Ia.; J Hieb, Marion, S D.; H Freidstein, Marinette, Wis.; W F Meerschel, Amana, Ia.; B Grabenheimer, Marshall, Ill.; H T Hyder, Elizabethtown, Tenn.; C P Lillie, Coopersville, Mich.; B H Begole, Beatrice, Neb.; R M Isaacs, Nacogdoches, Tex.; J A Day, New Sharon, Ia.; R L Tate, Oxford, Miss; W A Smith, Nelson, Neb.; J J Poehling, La Crosse, Wis.; H Hyde, La Crosse, Wis.; J E Jacklin, Marquette, Mich.

ELECTRICAL PORCELAIN COMPANIES MERGE.

THAT all but one of the electrical porcelain companies in East Liverpool have been consolidated became public Monday by the filing of deeds at Lisbon, O., transferring for a nominal consideration the properties of the various concerns to the General Porcelain Co., incorporated in New Jersey about ten days ago. These are the Ohio Porcelain Co., the George F. Brunt Porcelain Co., Anderson Porcelain Co. and Electric Porcelain Co. J. N, Parker, of Boston, is said to be the executive head of the General Porcelain Co.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

TO	Shipments week end'g May 6 '11	Corresponding period 1910	Exports Jan. 1 to May 6,'11	Corresponding period 1910
Boston	99	190	2776	2977
New York	36	202	3109	3059
Baltimore	373	559	4491	6027
Philadelphia	7	72	1640	1947
New Orleans	....	..	346	604
Newport News	....	9	26	55
San Francisco	....	....	30	...
Portland (Me.)	....	...	545	992
Galveston	36	....	412	322
Portland (Or.)	....		....	.. .
Inland Points	....	....	801	954
Total	551	1023	14176	16937

From the Freight and Shipping Circular of John Edwards & Co, Liverpool.

TO	Shipments week end'g May 6, '11	Corresponding period 1910	Exports Jan 1 to May 6, '11	Corresponding period 1910
New York	25	202	2385	2897
Boston	99	190	2713	2648
Philadelphia	7	72	1583	1871
Baltimore	373	563	4486	6084
San Francisco	...		30	....
New Orleans	....	....	295	283
Portland (Me.)	....	....	389	591
Galveston	36		412	283
Newport News	...	....	26	55
Portland (Or.)	....	....	....	....
Inland Points	..	....	211	946
Total	540	1027	13030	15658

FOUNDED IN 1874

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

Published Every Thursday

BY

WHITTEMORE & JAQUES, Inc.,

92 West Broadway, New York.

EDITORIAL ROOMS, TEL. 5092 BARCLAY.

MECHANICAL DEPT., TEL. 5086 BARCLAY.

SUBSCRIPTION RATES, INVARIABLY IN ADVANCE:

United States	$2.00
Canada	3.00
All other foreign countries in the postal union	4.50
Single copies	.10

In remitting subscriptions please send Postal Money Order.

Make all checks and drafts payable to Whittemore & Jaques, Inc. Out-of-town checks should bear the words "With New York Exchange"

Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, MAY 25, 1911.

Mr. E. H. Bennett has joined the staff of the "Crockery and Glass Journal," and as its local representative will no doubt receive the glad hand of the trade.

THE VALUE OF A REPUTATION.

WHENEVER popular fancy alights upon a manufactured article there will always be found competitive producers who are not above bending their energies to the evolving of something "just as good" that can be marketed at a substantial cut in prices. Factories spring up overnight to meet the demand; each cuts deeper than the other—the product necessarily deteriorating in the process—until finally the original article becomes discredited.

This identical thing has happened in the cut glass business. Up to a few years ago figured blanks were unheard of, and cut glass commanded a fair price. The introduction of the figured blank was beneficial in certain respects; and had the glass factories using it kept up the quality there would have been no cause for complaint. As it is, careless workmanship and the greed for large profits have resulted in unfinished goods being thrown on the market in enormous quantities.

The writer recently picked up a nappy in a local store that runs monthly sales on this class of "cut glass." The piece was offered at an extremely low figure, the reason for which to the experienced eye was apparent at a glance. The pressed blank was merely "touched up" on the wheel in spots. Only every second scallop was cut, and the design was followed slovenly and without attention to detail.

To such an extent has the market been affected that discriminating consumers now shy at purchasing even the perfect goods unless the latter are covered by a well-known name or trade-mark. In this way only are they sure of getting the genuine article, for the old, reputable houses, instead of lowering their standards, are ever seeking higher ones.

The people can't be fooled all the time. The end of the "shoddy" production is not far distant, and then the manufacturers who have stood for all that is best in the line of their endeavor will come into their own.

PERSONAL.

THE fishing season was started by Harry Van Iderstine last Saturday. He didn't come back with a very great haul, principally because he went for bass, and found that he had made a mistake in the date on which fishing for them was permissible. He did, however, land three pickerel, and saw multitudes of rock bass close to the shores. Although his catch was small, the outing was well worth the time, as the weather was perfect and he had good company.

W. D. Gilmore, formerly with La Salle & Koth, Toledo, O., was in the market last week buying for Beggs & Co., Columbus, O.

A. L. Burbank, of Burbank, Douglass & Co, was a buyer in New York last week.

"The best laid plans of mice and men gang aft agley." John J. Miller and his son Meredith, together with E. F. Anderson, were booked to sail for Europe last Ssturday. Unforseen circumstances arose, and now their sailing is uncertain.

Thos. J. Hughes, with Edward Butler, wound up his spring campaign and came in on Thursday.

Miss Jennie Levien, with Stern Bros., sailed for Europe Tuesday on the "Kaiser Wilhelm der Grosse."

J. H. Venon and Charles Weiss, accompanied by their wives, were passengers on the "Savoie," leaving for Europe May 25. Mr. Venon purposes spending not less than a month at the glass factories in

Sweden, going later to Limoges. Mr. Weiss will devote most of his time to Limoges.

⚜

Thos. F. Waldron, who some years ago left the staff of this journal to become editor of the Trenton "Sunday Advertiser," will wed Miss Regina M. Hassey, a school teacher of Paterson, N. J., on July 3. The couple will sail on the Cunarder "Saxonia" the same day for Italy, where the honeymoon will be spent.

⚜

Thos. Downs, Jr., the well-known manufacturers' agent in Philadelphia, was visiting A. A. Bean this week on a special deal.

⚜

Daniel C. Ripley, who was here last week attending the meeting of the National Association of Manufacturers, was again reelected vice-president of that body.

⚜

Mrs. Chas. E. Curry, propietor of the Shop of Fine Arts and Industries, Seattle, was a buyer of fine china in the market this week.

⚜

J. W. French, with John Davison, will finish his traveling tours the last of this week, and, unless his plans miscarry, will sail for Europe May 31.

⚜

A. F. Lemcke, with Bawo & Dotter, has just returned from an extended tour, lasting nearly four months, which has proved eminently satisfactory.

⚜

E. W. Abbot, of Haviland & Abbot, returned on Monday from a combined business and pleasure trip to Seattle. He is enthusiastic over the far Western country.

⚜

M. C. Jensen, of Jensen, Herzer & Jeck, jewelers, Nashville, Tenn., was in the market this week buying high grade china and glass for a new department.

⚜

Thos. W. Pinder, buyer for the Curran Dry Goods Co., Waterbury, Conn., was in the District this week making selections.

⚜

"Jack" Hines, of Blakeman & Henderson, ran into New York on Thursday of last week and left on Sunday night again for the West.

⚜

E. G. Nock, with stores at Allerton, Ga., and Spartanburg, S. C., was a buyer in New York last week, leaving for home Saturday night. He said the South is coming to the fore rapidly, and a fine business is in prospect.

⚜

Chas. Cross is now buying for Lyons & Chabot, this city, and proposes to materially enlarge the department. To accomplish this he will move it to the third or fifth floor.

⚜

J. B. Hudson, a jeweler of Minneapolis, who handles fine china, was in the market the latter part of last week placing orders

⚜

Edw. Boote, accompanied by his wife and some friends, will sail for Europe on the 27th.

⚜

Leonard Stock, with H. C. Kupper, came home Saturday from the West. He had an exceptionally good trade in spite of prevailing conditions.

⚜

Chas. Israel, formerly connected with Thos. Downs, Jr., in Philadelphia, but now with the International Silver Co., was visiting friends in the District this week.

⚜

C. H. Taylor was called away on Monday to Mt. Gretna, Pa,, on account of the serious illness of his brother-in-law, Chas. L. Maguire, who, it will be remembered, was for a time associated with Mr. Taylor in the art pottery line.

⚜

Victor G. Wicke, president of the Imperial Glass Co., Bellaire, is in town, visiting his agents, Cox & Lafferty. Mr. Wicke says they are operating the factory for all it is worth.

⚜

J. F. Palme came home on Monday from a trip West as far as Chicago. He found a little better business than he did last year, but said he had to work for it.

⚜

John Barney, with Alfred Moment, representative of M. Redon & Co., Limoges, sailed for Europe by way of the Mediteranean last Saturday on a long vacation.

⚜

A. Helzel, of Helzel Bros., Dresden, Germany, arrived in New York last Sunday, He will make a trip through the country as far as the Pacific Coast, and expects to return home early in June.

⚜

Ex-Senator Scott, president of the Central Glass Works, dropped in on Alex. P. Doctor on Saturday on his way to visit his son, Capt. Scott, of the regular

army, who is stationed at Fort Wadsworth. "Scottie," as he is familiarly called, was in excellent spirits, as he no longer has the cares of the nation on his shoulders.

⚜

Geo. W. Kinney, of Kinney & Levan, Cleveland, eft for Europe, accompanied by his family, on the "President Lincoln" May 17. It is purely a vacation journey.

⚜

H. C. Kupper, New York representative of Ahrenfeldt china, will sail for Europe on Tuesday to visit his factories.

⚜

Richard Briggs, of Boston, was a passenger on the "Ivernia," which hit Daunt Rock and was afterwards beached at Queenstown on May 24. All the passengers were landed safely.

⚜

John S. Lowden, with the Canadian Tumbler Co,, Montreal, Canada, was a New York visitor this week.

⚜

R. H. Cavanaugh, buyer for A. Lisner, Washington, was in town this week selecting goods for the new wareroom which will be added to his department. It will more than double the space he now occupies.

⚜

Albert H. Pick, who returned from Europe on Wednesday, spent a couple of days in this city before going to his home in Chicago.

FREIGHT RATE WAR POSSIBLE.

A FREIGHT rate war among railways operating in the territory east of Chicago and north of the Ohio and Potomac rivers is likely to be precipitated by the action of the Delaware & Hudson company in filing with the Interstate Commerce Commission a tariff making a reduction in the class freight rates between New York city and Chicago.

Taking advantage of an order issued by the Commission several days ago, granting the Delaware & Hudson permission to make rates lower for a longer than for a shorter haul in the same direction and by a new route, the Delaware & Hudson has filed a tariff, effective June 15, which reduces the freight rates from New York to Chicago from 75 cents a hundred pounds, first class, to 62 cents a hundred, the rates on other classes of freight being proportionately lower.

The new route taken advantage of is by Hudson Navigation Company and Murray's Line from New York city to Albany; thence by Delaware to Binghamton, N. Y.; thence by Erie Railroad to Chicago.

By the new tariff the rates to intermediate points between New York and Chicago are proportionately higher than they are for the full distance.

Already the Commission has received an intimation from other Eastern carriers that they propose to contest the Delaware & Hudson's action and to ask the Commission to suspend the proposed rate pending an inquiry into its reasonableness. In this request, it is understood, the roads will be joined by shippers, in the belief that a rate contest at this time would be disastrous.

FRENCH CHINA COMMISSIONERS APPOINTED.

THE Treasury Department has appointed Edwin R. Wakefield, now attached to the Assistant Attorney General's office at New York; George C. Davis, an examiner at the port of Chicago, and Frederick Achenbach, a confidential agent of the department stationed in Germany, a commision to "investigate the market value of pottery and chinaware imported into this country from Limoges, France, and also to report on the methods of manufacture, selling and handling the merchandise in question. The commission will proceed to France May 27 and conduct its investigations at Limoges and such other places as it may deem proper."

OBITUARY.

AT his home in Brooklyn, Cornelius Henry Tiebout died May 18, aged seventy-seven. He retired from the hardware business several years ago. Going to Brooklyn from Essex, Conn., where he was born, at the age of ten, he went to school for a few years, and then became a clerk in a hardware store. In 1887 he started in business for himself. He and his sons were interested in the Gleason-Tiebout Glass Co. His wife, two sons and two daughters survive him

J. H. Riordan, who was secretary and treasurer of the Anchor Art Glass Co., Cincinnati, died recently at his home in Newport, after a brief illness. He was at one time manager of the cutting department of the Phoenix Glass Co., and later was associated with the Rochester Cut Glass Co.

John F. Reyles, one of the oldest, if not the very oldest, lamp salesmen in the business, died at his home, 463 Seventy-third street, Brooklyn, May 23, aged fifty-seven. Thirty-five years ago he entered the employment of Bradley & Hubbard, and steadiiy advanced till he became salesman. In his day he was reckoned one of the best in the line, and had a large following. Two years ago he severed his connection with the firm. He leaves a widow and one son. The

funeral was held Thursday night from his home. He was a member of the Salesmen's Association.

Harry H. Elverson, thirty-five old, died at the home of his father, William H. Elverson, at New Brighton, Pa., last week, after a lingering illness. He was in business with his father in the W. H. Elverson Pottery Co.

John Bernhard Miller died in Washington, Pa., May 17, aged seventy-six. Born in Germany, he came to this country at an early age and obtained employment in a glass factory at Pittsburgh Strict attention to business and a sturdy character advanced him rapidly, until he became manager of the Duncan & Miller plant, where he remained for years.

DUVEEN ESCAPES PRISON.

ON Wednesday, in the U. S. Circuit Court, Henry J. Duveen, who had pleaded guilty to charges of undervaluation of art goods, was fined $15,000. Judge Martin said that in view of the age and illness of the prisoner he felt that a jail sentence would be cruel. He also took into consideration the fact that the Duveen brothers have paid $1,200,000 to the Government to settle the civil actions against them, and announced that he would fine Mr. Duveen the maximum, $15,000.

At the time of going to press sentence had not been pronounced upon Benjamin J. Duveen, who has pleaded guilty to the same offence.

A NARROW ESCAPE.

THE fear that Geo. W. Clarke had been seriously injured in his mix-up with an automobile at Denver was allayed by the receipt of the following letter to the Homer Laughlin China Co.:

BROWN PALACE HOTEL,
DENVER, COL., May 17.

Dear Sirs: The fact that I have not only lived, but traveled, so very many years as to make it impossible to determine the actual number, without accident of even the most trivial nature, and that my one startling experience should come after I have passed well into the "sere and yellow leaf," but tends to emphasize the uncertainty of this life.

It is necessary to explain that having spent all of last Sunday in writing, etc., I did not leave my hotel until after 8:30 in the evening, when I went out expecting to do little more than walk around the block from the fact that it then threatened rain While crossing Sixteenth street, and attempting to avoid a fast running automobile on my right, a second automobile, also moving rapidly, appeared straight in front of me; this, with little or no intimation of its approach, struck me "head on", with the result that my unsolicited association with the machine may be briefly set down as more intimate than enjoyable. The party running this near Juggernaut was good enough to have myself and belongings gathered up and taken to the "Brown", only one block away. He proved to be a Mr. Fallis, who later said his car weighed 3,000 pounds.

It is to be hoped I may be pardoned for here digressing long enough to remark that if compelled to take my choice as between forced contact with an automobile and a locomotive, I should unhesitatingly choose the latter. There is something truly memorable about the manner in which a fast running automobile strikes you—something which may possibly be best described as impressing you with the fact that if you are seeking an easy method of committing suicide you have clearly made a mistake.

Fortunately, I escaped without a single broken bone, so far as I have discovered; but I am so sore and so lame in every muscle that I have great difficulty in moving about. An attempt to dress this a.m. resulted in a series of contortions which would furnish good material for either a new Salome dance or a rejuvenated edition of that somewhat older and more plebeian gyration best known as "hoochee coochee." You will know just what part of one's anatomy an automobile might be expected to select as presenting the most vulnerable point of attack—a possible excess of modesty preventing more direct mention. That entire region is as black as your hat.

It must also be admitted that this experience has gotten somewhat on my nerves. If a silent wave of sympathy were started on its way following the receipt of this communciation, I should probably be weeping copiously before it got half way across the Ohio river. Nor is this altogether surprising. The fact is, my escape from very serious injury was remarkable. I certainly had all the thrills associated with a first-class experience of this kind.

Very truly yours,
GEO. W. CLARKE.

IMPORTS AT NEW YORK.

Petaining to China, Crockery, Glass, etc., for week ending May 23, 1911.

ANTWERP

40	packages	glassware	B Gunthel
11	"	"	C J Dierckx
14	"	"	A Berger & Co
25	"	"	Graham & Zenger
569	"	"	Miscellaneous Orders
37	"	earthenware	L Straus & Sons
17	"	"	E R Thieler
24	"	"	G F Bassett & Co
37	"	"	O Goetz
10	"	"	L D Bloch & Co
12	"	"	Frank & DeKeyser
2	"	"	Bawo & Dotter
82	"	"	Geo Borgfeldt & Co
14	"	"	Miscellaneous Orders
28	"	chinaware	Vogt & Dose
1	"	toys	Geo Borgfeldt & Co
11	"	"	C B R uss
4	"	"	Koscherak Bros
26	"	"	F A O Schwartz
31	"	"	Miscellaneous Orders

HAVRE

9	packages	chinaware	Bawo & Dotter
11	"	"	J Pouyat Co
19	"	"	Herman C Kupper
19	"	"	H R Churchill
17	"	"	Wm Guerin & Co
21	"	"	Miscellaneous Orders

BREMEN

2	packages	glassware	L Straus & Sons
8	"	"	A Steinhardt & Bro
41	"	"	H Endemann
125	"	"	Miscellaneous Orders
24	"	earthenware	Knauth, Nachod & Kuhne
66	"	"	Karl Hutter
18	"	"	Miscellaneous Orders
4	"	chinaware	Strobel & Wilken Co
198	"	toys	Geo Borgfeldt & Co
8	"	"	L H Mace & Co
11	"	"	F A O Schwartz
7	"	"	G W Travers
5	"	"	Bawo & Dotter
2	"	"	Knauth, Nachod & Kuhne
26	"	"	Strobel & Wilken Co
61	"	"	Miscellaneous Orders

HAMBURG

177	packages	glassware	Fenesterer & Ruhe
15	"	"	Lazarus & Rosenfeld
4	"	"	J Palme
50	"	"	O O Friedlander
35	"	"	F Euler & Co
80	"	"	Fondeville & Van Iderstine
89	"	"	W R Noe & Sons
44	"	"	L Straus & Sons
150	"	"	Brown Bros
76	"	"	Kmy-Scheerer Co
10	"	"	F Bing & Co
3	"	"	Herman C Kupper
14	"	"	N Wapler
29	"	"	Bawo & Dotter
6	"	"	Knauth, Nachod & Kuhne
17	"	"	J H Venon
3	"	"	Strobel & Wilken Co
654	"	"	Miscellaneous Orders
13	"	chinaware	Bawo & Dotter
28	"	"	Strobel & Wilken Co
5	"	"	Miscellaneous Orders
15	"	earthenware	Bawo & Dotter
5	"	"	J Wygand & Co
11	"	"	E R Theiler
41	"	"	O Goetz
5	"	"	C B Rouss
86	"	"	L D Bloch & Co
18	"	"	Koscherak Bros
55	"	"	Eimer & Amend
70	"	"	F W Woolworth
6	"	"	Herman C Kupper
5	"	"	J Palme
132	"	"	Miscellaneous Orders
291	"	toys	B Illfelder
2	"	"	C B Rouss
213	"	"	Geo Borgfeldt & Co
234	"	"	F W Woolworth
50	"	"	Knauth, Nachod & Kuhne
159	"	"	Strobel & Wilken Co
470	"	"	Miscellaneous Orders

LIVERPOOL

7	packages	earthenware	The Rowland & Marsellus Co
13	"	"	G F Bassett & Co
19	"	"	Maddock & Miller
2	"	"	J Wygand & Co
1	"	"	Fondeville & Van Iderstine
5	"	"	H C Edmiston
3	"	"	W H Plummer
11	"	"	Froeber & Vollrath
27	"	"	Geo Borgfeldt & Co
21	"	"	E Boote
68	"	"	Miscellaneous Orders

FIUME

64	packages	glassware	L Straus & Sons

LONDON

4	packages	toys	Strobel & Wilken Co
15	"	"	Geo Borgfeldt & Co
1	"	"	Miscellaneous Orders

GENOA

36	packages	earthenware	H Creange
38	"	"	Miscellaneous Orders

LIMOGES

143	packages	chinaware	Theodore Haviland & Co

ROTTERDAM

144	packages	earthenware	Geo Borgfeldt & Co
7	"	"	L D Bloch & Co
20	"	"	Miscellaneous Orders
39	"	toys	F A O Schwartz
5	"	"	Samstag & Hilder Bros
81	"	"	B Illfelder & Co
91	"	"	Miscellaneous Orders

SOUTHAMPTON

9	packages	earthenware	Blakeman & Henderson
5	"	"	Miscellaneous Orders

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

21	packages	earthenware	Jones, McDuffee & Stratton Co
35	"	"	Mitchell Woodbury & Co
6	"	"	Jordan Marsh Co
21	"	"	F W Woolworth
6	"	"	George Hamilton
1	"	"	E Boote
29	"	"	American Express Co
6	"	"	G F Bassett & Co
2	"	"	Rowland & Marsellus Co
7	"	"	E Butler
2	"	"	R F Downing & Co
19	"	"	Miscellaneous Orders

ANTWERP

95	packages	earthenware	Jones, McDuffee & Stratton Co
3	"	"	Mitchell, Woodbury Co
13	"	"	Stone & Downer Co
55	"	"	L Wolf & Co
5	"	"	F W Woolworth
3	"	"	Miscellaneous Orders

GENOA

4	packages	earthenware	Miscellaneous Orders
2	"	"	American Express Co

HAMBURG

11	packages	earthenware	Jones, McDuffee & Stratton Co
12	"	"	C J Pierce & Co
3	"	"	Bawo & Dotter
21	"	"	L Wolf & Co
55	"	"	Patterson Wylde & Co
2	"	"	E A Runnells & Co
21	"	"	Geo Borgfeldt & Co
117	"	"	National Despatch Co
7	"	"	Stone & Downer Co
3	"	"	F Behrend & Co
7	"	"	L E Knott Apparatus Co
8	"	"	Jordan Marsh Co
145	"	"	F W Woolworth & Co
1	"	"	Richard Briggs & Co
109	"	"	J B Moore & Co
10	"	"	Miscellaneous Orders

JAPAN

23	packages	earthenware	Jones, McDuffee & Stratton Co
168	"	"	Miscellaneous Orders

Among the Potteries
East and West

East Liverpool and Vicinity.

A few days ago an order for several thousand dollars' worth of ware was refused because a discount of two per cent was demanded. Throughout the trade only one per cent is allowed ten days, thirty days net. "If we should start to give two per cent, all the trade would want it," said the manufacturer. "One per cent is the rule on pottery, and we cannot see our way clear to jump over the traces."

* *

It will be remembered that a number of East Liverpool pottery manufacturers made a joint exhibit of their products at the Ohio Valley Exposition in Cincinnati last season. The Award Commission has done its work and the diplomas are now being forwarded. The first two to arrive have been received by the Smith-Phillips Co. and the Potters' Co Operative Co. "Highest award for excellence in pottery exhibit" is the inscription on the diplomas.

* *

"We will be ready to show our new toilet shape within a fortnight," say the Cartwright Bros. Co. It has a fancy ewer so modeled that ample room is provided for elaborate decoration.

* *

John Stamm, formerly general manager and superintendent of the National Co., has been made manager of the supply department of the Croxall Chemical and Supply Co., this city. The "decal" department of this house will remain under the management of A. U. Richardson. New lines of supplies and "decals" are constantly being added to the lists of this concern.

* *

Border patterns will predominate in all the new dinnerware treatments to be shown July 1. The manufacturers are making every effort to obtain exclusive lines, and the trade may expect something out of the ordinary.

* *

A "sanitary" cover dish—the cover being made to fit on a rim about two inches from the edge—is a new creation here. It can be put to a number of uses, and as it is shown in open stock treatments it may be added to any dinner line.

* *

Five dinner patterns by the Smith-Phillips China Co. are having an excellent demand now. These are the "Cordova," "Seville," "Eldorado," "Alamo," and "Alameda." These are the treatments on which the firm secured the award for excellence noted above. From coast to coast orders for these patterns are most liberal.

* *

T. A. McNicol, who has just returned from a hasty Western trip, says: "We are doing an excellent business, and our plant is running to capacity. Every month so far this year is ahead of the same month last year."

* *

"We are not going to get out any new lines for July, but we will have some new treatments which we are sure will be pleasing to the trade," said James Deens, of the D. E. McNicol Pottery Co., when he returned from a brief Eastern trip a few days ago.

* *

Within a fortnight the Knowles, Taylor & Knowles Co. will open their new suite of offices, the construction of which has been progressing for some time. The offices of Col. John N. Taylor, Edwin M. Knowles and General Superintendent Thomas B. Anderson will be side by side on the second floor. The entire general office forces will also be transferred from their present location to the new quarters on the second floor, and the large bill room is to be divided into three apartments by glass partitions. The stockkeeper will be on the first floor, where the office manager is located, and the present offices of Mr. Taylor and Mr. Knowles will be uued for filing purposes. Entrance to the new quarters will be through the "same old way," which will continue to remind buyers that they are "at home." There will

be eight rooms in all, handsomely furnished and equipped with modern office appliances.

Trenton.

Jessie Dean, the decorator, narrowly escaped a severe fire last week. Some barrels and straw in the alley adjoining his plant took fire from some unknown cause, and but for prompt action would have not only burned him out, but also the old Glasgow Pottery, adjoining. Everybody felt it was a narrow escape

* *

The pottery formerly operated here by C. B. Walton Co. was sold in a foreclosure sutt last Thursday to Thomas R. Allen, of this city.

* *

The Lambertville Pottery Co. is having plans drawn for a new club house for the employes of the plant. The building will have shower baths and a swimming pool, reading rooms, lunch rooms, etc.

* *

A gift of $30,000 by William S. Hancock, vice-president of the Trenton Potteries Co., for the construction and equipment of a new wing to the Mercer Hospital which will double the capacity of that institution was announced a few days ago.

TRADE TIPS.

Roswell, S. D.—C. C. Hauge has bought out B. W. Hanchett. Pottery and glass will be carried, together with housefurnishings.

Corsicana, Tex.—The Frank P. Wood Hardware Co. has been formed with $10,000 capital. Catalogues of pottery, glassware and lamps are wanted.

Amboy, Minn.—H. E. Day has opened a store here and will carry pottery and glassware. Send catalogues.

Middletown, Mich.—New lines are to be added to the stock of Crismore & Molyard, who have bought out O. S. Almack.

DeQueen, Ark.—The Hays Hardware Co., which has just been formed with $20,000 capital, will carry pottery and glassware.

Sylacauga, Ala.—The Hammett Hardware Co., just formed with $10,000 capital, will carry pottery and glassware.

Brownsville, Tex —The Hicks Hardware Co. is specializing the pottery, glassware and lamp department.

Lilly, Pa.—A charter has been granted the Keystone Merchandise Co. Pottery, glassware and lamps will be carried.

Portland, Ore.—The Jeffrey China Decoration Works, 51 East Seventh street, are in the market for a lot of china, and ask for catalogues.

Elmhurst, Cal.—The R. W. Tutt Co. has started in business and wants catalogues on pottery and glassware.

Arcadia, Kan.—The Dunton Hardware Co. has bought out Charles McFadden, and will handle housefurnishings, pottery and glassware. Catalogues are wanted.

Townsend, Mont.—With $20,000 capital the Townsend Hardware Co., will start business and will handle pottery, glassware and lamps.

Princeton, W. Va.—The Susong-Russell Co. has started business with $25,000 capital. Pottery, glassware and lamps will be carried.

Whitney, Tex.—The Burton Hardware Co. will be ready for business July 1, and will carry pottery and glass.

Sumner, Wash.—Charles A. Myers has bought out Bray & Baker and wants catalogues on pottery, glassware and lamps.

Paducah, Tex.—The store of J A. Christenten & Co., recently destroyed by fire, has been reopened, and is carrying pottery, glass and lamps.

Shawnee, Okla.—The Alby Co. has bought out W. R. Branch, and is handling housefurnishings, glass and pottery.

Clinton, Okla.—The Welch Wholesale Hardware Co. has increased its capital stock from $50,000 to $100,000 and is carrying housesfurnishings.

Lockhart, Tex.—M. H. Kilgore has bought out Edward Troell and wants catalogues on pottery, glassware and lamps.

Moline, Ill.—A. E. F. Froyd has succeeded M. L. Annan and will carry housefurnishings with other lines.

Dakota, Ill.—W. S. Smith & Co. have started business and will carry extensive lines of pottery, glassware and housefurnishings.

Ihlen, Minn.—Duea & Larson have started in business here and are handling housefurnishings.

Around the Glass and Lamp Factories.

Pittsburgh and Vicinity.

The annual wage conference between committeemen representing the glass workers and the National Association of Manufacturers of Pressed and Blown Glassware will convene in Atlantic City Tuesday, July 18. All demands of the workers have been agreed upon by them and submitted to the manufacturers. The conference will be in the parlors of the Marlborough-Blenheim. The annual meeting of the Association of Flint and Lime Glass Manufacturers will meet at the same place on Monday, the 17th.

W. H. Duvall, western representative of the Bryce Bros. Co., Mt. Pleasant, Pa., is now at his home in Wellsburg, W. Va.

Two additional shops have been added to the capacity of the Ripley Glass Co at Connellsville It is said that the concern is not making any stock, the goods being shipped direct from the lehrs.

Among the buyers here during the last few days were Mr. Bardol, with E. P. Charlton & Co., Fall River, Mass., and Paul Beck, with the Baltimore (Md.) Bargain House.

The Pittsburgh Lamp, Brass and Glass Co. is showing the most extensive line of night lamps ever placed in its sample rooms. There are fifteen new designs in a hundred different treatments. A new and full line of hanging lamps is also on view, together with new shapes and decorations in stand lamps.

"I am gaining strength right along, and will be back on the road to see all the old Duncan & Miller Co.'s friends before very long," said Walter Lindsay this week.

There has been a decided increase in the membership of the Western Glass and Pottery Association, and the goal of 500 announced by President Lang at the last annual meeting will be reached ere the year is ended if the present rate of increase continues. A number of traveling salesmen have announced their intention to go after the biggest prizes, which call for the acquisition of twenty-five new members. "We will show the biggest increase in membership this year in the history of the organization," says Mr. Lang.

Judging from present indications, this will be the heaviest lamp season ever experienced. Orders are of the most liberal character. Some business is being booked for immediate delivery, but the bulk of the orders call for goods on September 1. Both plain and decorated lamps are moving nicely, and the season promises a big return

Glass manufacturers are surprised at the volume of orders being booked for blown ware, and a number of factories are away behind on shipments. "The demand came unexpectedly, and we were not prepared for it," said one.

The new patent lamp collar of the United States Glass Co is proving a winner, and many new customers are being procured from the jobbing trade as a result. About the only way one can get the collar from the neck of the lamp is to break the glass, and then some glass will stick to it. The new Jumbo sewing lamp is being shown with an iridescent foot.

Glass manufacturers are working up stocks in view of the summer holiday commencing July 1.

All factories of the Phoenix Glass Co. are being operated full time. Orders are said to be particularly good from the West. In fact, the salesmen covering that territory are doing better than those in any other section of the country.

The report that a Pittsburgh glass manufacturer on a recent trip East booked an order for over thirty carloads of goods was slightly inacccurate. First, it was not a Pittsburgh manufacturer, albeit the factory is in Pennsylvania; secondly, the order was landed by the concern's New York representative; lastly, the amount was fifteen carloads.

Pressed tumblers are selling well, and it is reported that there is still some difficulty in getting prompt shipments on these lines.

IN TOWN.

Abbreviations – c, crockery; g, glass: hf, housefurnishings, lamps; t, toys; s, silve-ware.

THE following buyers have reported in town since our last issue:

M Friedlander, of M Friedlander & Co, Hazelton, Pa. Herald Square.

J J Hanning, with Jordan-Marsh Co, g, Boston. 31 Union Sq.

J H Wakelin, of McAuslan & Wakelin, c, Holyoke, Mass. Navarre.

B Banner, of Banner China Co, c, Beaumont, Tex.

R A Cavanaugh, with A Lisner, c, Washington, St. Denis.

T W Pinder, with Curran Dry Goods Co, c, g, Waterbury, Conn.

O Phillips, with McCreery & Co, c, Pittsburg, 214 Church.

A S Heller, with A. Lisner, s, Washington. Hermitage.

A A Breton, with Shartenberg & Robinson, hf, New Haven. 75 Spring.

G N Everett, with Woodward & Lothrop, hf, Washington 334 Fourth avenue.

J B Brosseau, with E Malley Co, hf, New Haven, Conn. 320 Church

L Metzenberg, with Sears-Roebuck & Co, Chicago. 438 Broadway.

THE MODERN WAY.

THE time has gone by when entire dependence, in the matter of making and holding trade, can be placed on the selling of good goods. Almost every store of any respectability nowadays sells pretty fair goods and gives pretty fair values. It is no longer a singularity to do this; no longer a sure passport to public favor.

Of course, no store can be permanently successful unless it sells good goods, but we must guard ourselves against believing that good merchandise is the only requisite.

Attractiveness of store appearance, inside and out, has become nowadays a very, very potent trade-winning factor.

Probably no one thing has so much to do with the impression a store produces on its visitors—not even attentiveness and courtesy of the salespeople.

Surface indications determine the judgment of the masses of buyers. They are not, in the main, discriminating judges of the merchandise, however much they may fondly cherish the delusion that they are.

But everyone, however fitted he or she may be to accurately analyze the general character of the stores' merchandise, is certainly fully capable of judging a store's general appearance.

Quality of merchandise and prices being fairly equal, the store that is attractive in fittings and arrangements will outdraw two to one the store that is rather old-fashioned and commonplace in these respects.

The store with an old-fashioned, dingy-looking front, with old counters and fixtures, and a jumbled up, unkempt looking stock, is laboring under a heavy handicap which it will take more than good advertising to overcome.

Good advertisng will not offset the effects of bad stock-keeping.

Keeping stock in apple-pie order, having everything neat and orderly and scrupulously clean, is an absolute essential to resultful advertising.

Advertising can bring people into the store, but it cannot make them buy or induce them to visit the store a second time if the first visit is unsatisfactory. —*Business Help.*

BUSINESS BRIEFS.

Dobbins & Ewing, Columbia, Tenn., were burned out last week.

* *

Samuel Reinhardt, 657 Tenth avenue, this city, has gone into bankruptcy. Liabliities $6,480, assets $4,674.

* *

The Cincinnati (O.) China & Glass Co. has filed bankruptcy proceedings against T. W. Coleman, who conducts a general store at Blue Creek, O.

SPECIAL NOTICES.

The cost of advertisements under this heading is $1 for the first and fifty cents for each following insertion for each half inch of space (30 words). PAYABLE IN ADVANCE.

BUSINESS OPPORTUNITIES.

SALESMEN! Why not earn extra money? Pay your expenses with our line on the side. Nothing but sellers. We are first hands; pay most liberal commission. Address ASSOCIATE MANUFACTURERS, this office.

A GOOD, live man, or firm, to sell established line of illuminating glassware in Baltimore and Washington on commission State reference and experience Address H-L 28, this office.

NEW FREIGHT SERVICE from East Liverpool, O.

Buyers of pottery should insist shipments—either bulk or packages—be routed over Erie, Youngstown and Ohio River railroad (the new railroad into the pottery centre) from East Liverpool. Traffic arrangements with all steam roads throughout the country, enabling advantageous routing and rating to any point in the United States, Canada or Mexico. For rates, apply to any agent or J. J. CHANDLER, Chief Tariff Bureau, Leetonia, Ohio.

CROCKERY AND GLASS JOURNAL

NEW YORK, JUNE 1, 1911.

THE CONDITION OF BUSINESS.

New York. To say that trade has been dull for the week is drawing it mild. Had it not been for mail orders and what the travelers sent in there would have been hardly any business in New York. Many firms closed down from Saturday to Wednesday, and those that didn't locked their doors at 12 o'clock Monday. Decoration Day this year furnished the occasion for a good long holiday, with the result that the week, from a business standpoint, can only be described as "off."

While conditions were against the metropolis for a few days, we learn that the domestic factories have been getting orders. The glass factories are all very busy. The usual midsummer shutdown will begin July 1; consequently buyers are anticipating their wants, particularly in blown goods, which are and have been in such great demand that every manufacturer in that line is behind in shipments. Some very large orders for pressed ware for scheme uses were also placed during May. So there is very little complaint, except that prices are not as remunerative as they should be with such a demand.

The potteries have had a little spurt, and while all of them could handle more new business, none of them is without orders, as the bookings made in January will carry them well over July 1.

The lamp people are not any too busy just now, though of course there is something doing. The decorative lines sold well in January, and as the contracts made at that time extend through the year the workingmen all have employment. The metal lines, particularly the high grades, find their best market in the fall, and a good trade is confidently expected then.

Cut glass is very quiet. The call for June weddings gifts was a little disappointing. The cheapness of the ware to-day has undoubtedly hurt business. But the low prices may eventually be the means of extending sales of certain lines of goods in other directions.

The import toy business having closed, the domestic manufacturers are taking their innings, and a big trade is the record for the year so far.

The warm weather, with its call to country and seaside, stimulated trade in the retail stores last week, and some good business was done. As an evidence of what the shore resorts expect, no less than six dealers in Japanese goods were placing orders in one house at one time last week. It is astonishing what a volume of business is done through the seaside auction business in this class of ware.

Conditions throughout the country are still excellent. The drought has been broken in many places in the West, and the crops give promise of the biggest yield for many years.

Trenton. The usual summer slump in business has struck the local potteries, and very few orders are being booked. Nearly every plant in the city shut down last Saturday at noon, and remained closed until Wednesday morning, while in some shops the entire week will be lost.

Pittsburgh and Vicinity. Many of the glass factories here are working up good stocks in anticipation of the summer stop a few weeks hence. Orders on blown goods are said to be the heaviest experienced in years, while table glassware is moving rather slowly, according to some manufacturers It would be no surprise to hear of an advance in blown ware ere long. Lamps are moving nicely.

East Liverpool and Vicinity. There has been a slight improvement in business with some of the Western pottery manufacturers during the past week, while others continue to report orders slow and that the trade is only ordering absolute needs, and then in limited quantities. A general feeling exists, however, that because of the present character of buying dealers will be compelled to add liberally to their stocks ere long.

THE "LOAN SHARK" EVIL.

IN the campaign to improve loaning conditions in New York and other large cities, the conference on the "Loan Shark" evil, held May 18 under the joint auspices of the Russel Sage Foundation and The Merchants' Association of New York, was a marked success. It enlisted the interest and support of large employers of labor, of whom about seventy-five, the number invited, attended in person or were represented, and resulted in the unanimous adoption of four resolutions embodying the following recommendations:

First: That employers rescind rules of discharge, in order to assist employees in resisting unreasonable interest charges and deprive money lenders of the power of extortion

Second: That all employers disregard claims filed by money-lenders against the wages of employees not in direct compliance with law, the employers to interest themselves in assisting employees involved with loan sharks.

Third: That, in self-interest as well as for the benefit of their employees, all large employers of labor encourage and assist in the creation of co operative savings and loan associations in their respective establishments.

Fourth: That laws be enacted which will allow a reasonable rate of interest on all small loans and provide for the licensing of money lenders and the efficient supervision and control of such licensees, preferably under the supervision of the State Banking Department.

A. H. Ham, who, as agent of the Russell Sage Foundation, has been engaged during the past three years in investigating the conditions, said that the extent of the usurious loan business in New York City is $20,000,000 annually, the net profit of the money-lenders exceeding 100 per cent a year of the capital invested. The fear of discharge, due to the attitude of many employers toward men who assign their wages for loans, serves the loan shark as the most efficient collection agency which could be devised. The losses in the salary loan business, therefore, are nowhere near so large as the loan sharks claim. Evidence that the borrower's fear of discharge gives the lender potential means of extorting high rates is found in the fact that salary loan sharks will not, as a rule, lend to those employed by concerns where the rule of discharge does not exist.

The salary loan business is an influence tending to decrease the efficiency of employees to an alarming extent, as it offers many temptations to embezzlement and forgery, of which he cited several cases to illustrate his point. He closed his address with a strong appeal to employers to provide measures designed to benefit the worthy employee who needs temporary help in the time of sickness or other crises.

Walter S. Heilborn reviewed the recent decision in the New York Supreme Court in the case of Thompson vs. Gimbel Bros., decided in favor of the latter. This decision requires the loan company to file the wage assignment on a salary loan within three days after the actual making of the loan. The decision is all important as a weapon against the loan shark, in that it removes secrecy from the transaction. The employee is not likely to make the loan if the employer is to become aware of it within three days after the transaction. Mr. Heilborn argued that in almost any case that may arise the employer may safely disregard a notice of assignment of wages if said file has not been made by the money-lender in strict compliance with law, namely, within three days after the loan is actually made.

Hon. Isidor Straus very emphatically stated that, under his personal direction, his firm, R. H. Macy & Co , has refused to honor assignments filed against the wages of its employees, notwithstanding the representations of the attorneys of the loan companies, and that the firm would not vary its policy in this regard until forced to do so by a decision of the United

Continued on page 18

The New York Crockery and Glass District.

CEASING temporarily his quest for orders, the traveling salesman is back to the wareroom and inactivity. Aside from annoying the boss with his descriptions of adventures while away, he lolls around smoking good cigars and demoralizing the house force in general by his nonchalant disregard of office rules, spends hours at lunch, and awakens long-dormant desires in the breast of the bookkeeper by taking a day off and describing his catch the next morning. The peculiar part of it is that he is unhappy. He paces about like a lost soul seeking its mate, and softly cusses the factory for not shipping the new samples so that he can hit the trail again.

Further additions of new "shower lights" for inverted gas have been received this week by the Goodwin & Kintz Co. There is now a very large variety of this type to be seen. The portable line has also been added to, and many of the new lamps are made up with overlaid metal shades in a number of handsome finishes.

The line of samples from the Buffalo Pottery shown by A. H. Ledden has been augmented recently by the arrival of many new creations in Emerald Deldare ware. The majority of these pieces are made up with the popular "Doctor Syntax" designs, and depict his further adventures. The Buffalo plant is now making good deliveries.

Mitre cutting on glasss has had a long period of favor, but the taste now seems to be changing to floral styles. Emil F. Kupfer, of Brooklyn, has noted this and prepared a very beautiful design which he calls the "White Rose". The dull finish of the flower forms a good contrast to the highly polished foliage. Each piece bears a label guaranteeing that it is genuine cut glass, no pressed or process blanks being used in the manufacture. Many items are now completed, and the full line will be ready about the middle of June. It will be shown at the office of Hammond & Benford, 65 West Broadway, and its popular price will immediately appeal to buyers.

A. A. Bean recognizes the advantage of having an attractive showroom. He is having his place entirely repainted in immaculate white. This, together with table and wall mirrors, shows off the cut and pressed glass that he sells to perfection.

This is the time when people like to make their verandas look as nice as possible. Nothing adds to the charm of a well-arranged piazza so much as plants in carefully chosen jardinieres. Such ware as "Oriflamme" will supply this want. It is dazzlingly brilliant in color and fascinating with its opalescent reflections, and will give that touch of brightness that is needed in floral decorations without clashing in any way or being in the least offensive to the eye. No two pieces of this ware are identically alike, but all are artistic. Flower vases for table adornment are also to be seen in great profusion at Robert Slimmon & Co.'s, 96 Church street.

While the writer was carefully picking his way through newly-painted tables, at the other end of the showroom of A. A. Bean was being unpacked a consignment of new patterns from the Camden City Cut Glass Co. As each piece was disclosed evidence of the fact that this progressive firm was far from asleep became apparent. There were tumblers of light blown glass with delicate cuttings, and oil bottles and sherbets which seem exceptionally good value. The designs are of merit and deserve the attention of buyers.

Buyers who are looking for new lines that will please the public should give William Dealing a call at 25 West Broadway. He has just received a con-

signment of samples of pressed glass of a rich and pleasing pattern. The strawberry plant, with both blossoms and fruit, is used as the motive with remarkable ingenuity. A few seasonable pieces bearing this design in the form of an ice cream set could not fail to fulfill its mission.

The new No. 101 lamp made by Hammond & Bates far surpasses the No. 100, with which they had such great success last season. The new one has virtually the same shade, but a more artistic base. It is square, with a semi-spherical rise to support an antique bronze square colum. The round part of the base is gracefully covered with conventionalized foliage. The whole appearence of the lamp puts it in a class that at the price will be hard to beat.

Fashions are seldom old long. The cologne bottle that we may remember on our grandmother's bureau is now being sold as the newest thing in triplicate crystal by the Cristalleries de St. Louis, of which E. Torlotting is the American representative. These resurrected bottles are quite fascinating in their three-color effect of blue, white and transparent crystal. The clover leaf design cut through the various layers of glass is simple and in exquisite taste.

The universal, ready-to-use mirror made by the Crown Novelty Co., of Chicago, is being shown by S. Sipser at his new showrooms, 46 West Broadway. It may be used as a table mirror, wall mirror or shaving glass with equal ease. This handy toilet article will appeal to buyers from the standpoints of both price and utility. Mr. Sipser is also showing an entirely new line of lamps. One of these, designated "20th Century," is decidedly up-to-date in its decorations, which include an aeroplane, motor boat and automobile.

The delicacy of the new designs applied by the Royal Copenhagen Porcelain Co. to their plates has been appreciated in a substantial manner by all those buyers under whose observation they have come.

The manufacturer who creates a demand for the goods he makes should receive the hearty support of the buyer, for the retailer's risk of disposing of such merchandise is reduced to a minimum. The latest to enlist in the corps of national advisers is the Handel Co., of Meriden Conn., which is featuring a lamp of unique design with a one-piece shade of "Teroma" glass supported by a "Mossserine" glass column and base. The glass may be substituted by a metal one of antique bronze finish if desired. This particular article is being advertised in thirteen publications with an aggregate circulation of 1,112,000 per month, and is always suggested as a wedding present The effect at the factory has been felt, and the force is working every available minute to keep pace with orders. The number of the lamp so advertised is 5345, and may be seen at the New York showrooms, 66 Murray street.

Thomas G. Edge, manufacturers' agent, has removed his warerooms to the fifth floor of 66 West Broadway, where he is much more comfortably housed and makes a very much better showing of his wares.

FIRST SUMMER OUTING.

THE "Three O's," which stand for "Our Own Outing," is the way the employees of Budde & Westerman designate their picnic, to be held Saturday, June 10, at Eckstein Park, Staten Island. This is one of the affairs which are always looked forward to by members of the trade, and is largely attended. Tickets may be obtained from any of the salesmen in the house.

BUSINESS BRIEFS.

Mrs. N. J. Harvey has opened a five and ten cent store at Arcade, N. Y.

Mrs. R. J. Price has opened a five and ten cent store at Waverly, N. Y.

W. H. Moore has opened a housefurnishing and specialty store at Atlantic City, N. J.

The Western Twenty-five Cent Stores Syndicate will open a branch store in Philadelphia.

Roth Bros' department store, Superior, Wis., was destroyed by fire May 24. Loss $150,000.

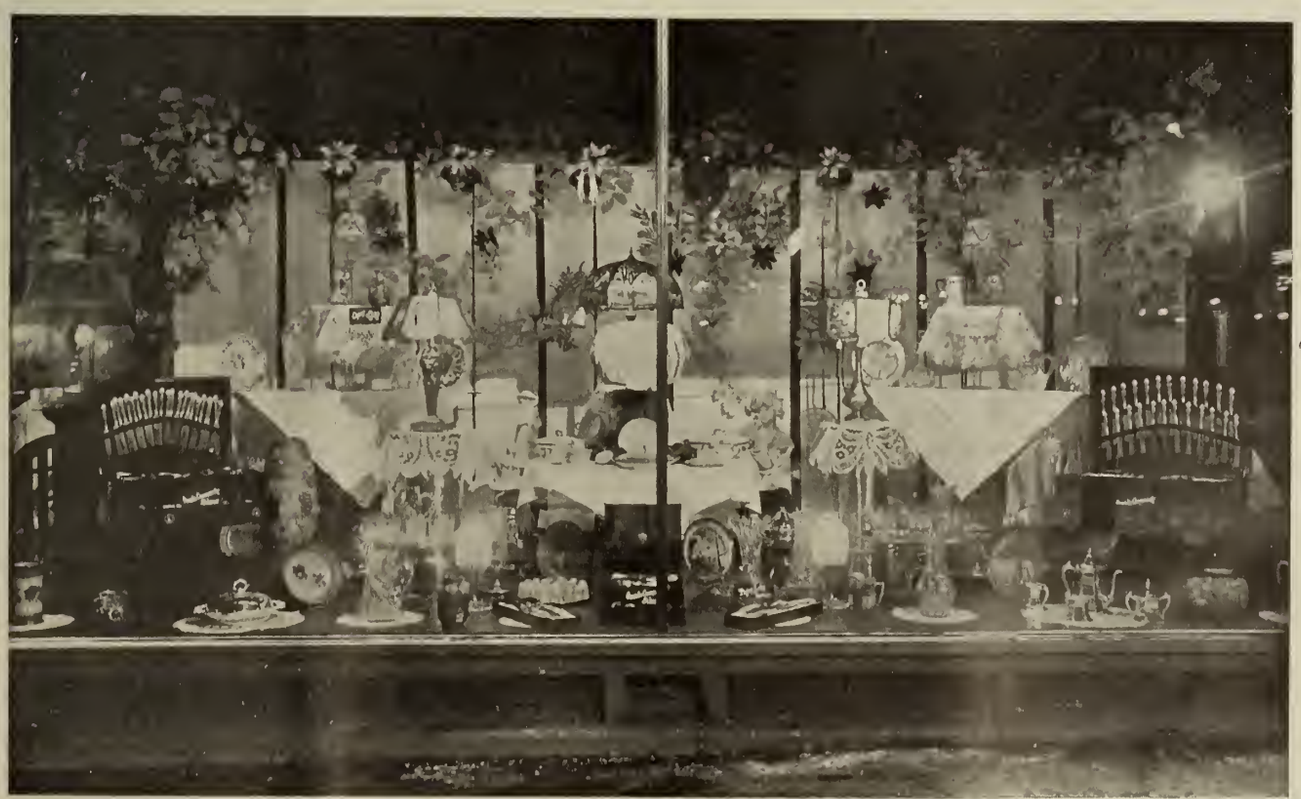
The Porterware Milk Bottle Co. has been incorporated at Wilmington, Del. Capital, $1,500,000.

A meeting of the Pottery, Glass and Brass Salesmen's Association has been called for Saturday of this week to pass upon new applications for membership recently received.

At the dinner given to 120 officers of the American war fleet at Copenhagen May 29th, at which 100 of the Danish fleet and 180 civilians were also present, the Royal Porcelain China Works presented each guest with a piece of ware as a souvenir of the occasion.



A PAIR OF HANDSOME SHOW WINDOWS IN THE DEPARTMENT STORE OF
J. B. WELLS & SON CO., UTICA, N. Y.



ON THE PACIFIC COAST.

AT the election of officers held by the Pacific Coast Jurisdiction of the United Commercial Travelers, who met last week at Oakland, Cal., in the thirteenth annual convention, Benjamin F. Heastand of San Francisco was elected grand treasurer. Mr. Heastand is the representative here of the Fostoria Glass Co. and has offices and a showroom at 718 Mission street.

* * *

Butler Bros., who for the past three years have occupied quarters at Mission and Second streets, will move about the first of June to a new two story building on Bush street, just off Battery. This firm carries a large line of lamps and glass goods for the general store trade. The new quarters will give it the advantage of a ground floor location and will be more easily reached than the old ones.

* * *

G. J. Becht, a dealer in soda fountain glass ware and supplies, has moved into new quarters at 602 Mission street.

* * *

Julius A. Young, of Julius A. Young & Co., Kamm Building, has left on a trip to New York and other Eastern trade centers. He will be gone about a month and on his way will visit the trade in the large cities of the Northwest, showing his new lines of holiday goods. This firm does a big cut glass business, handling the line of T. B. Clark & Co.

* * *

The Burr W. Freer Co., Kamm Building, has completed the work of enlarging its offices and showrooms and is now showing a fine stock of glass goods. W. R. Landram, formerly in business under his own name, is now associated with this firm and spends a part of his time on the road. This firm handles the glass line of H P. Sinclaire & Co. and the deposit line of the Alvin Mfg. Co.

* * *

A. H. Huggins, president of A. I. Hall & Son, is back from a five weeks' trip to New York and other places where are located factories represented on the Coast by his firm. This firm handles the cut glass lines of C. Dorflinger & Sons and the Herbeck-Demer Co., but does not control them as formerly.

* * *

The Meiji Co., importers and retailers of Oriental goods, is back again at its old store site on Stockton street, near Sutter.

* * *

The business of Hammersmith & Co., which firm recently failed here, has been taken over by the recently incorporated Breiling Jewelry Co. Julius A. Young, the cut glass wholesaler, is a prominent member of this company, which is headed by Mr. Breiling, formerly with Shreve & Co. Business is being conducted as formerly at the store on Sutter street and Grant avenue, the third floor being devoted to the glass line.

* * *

Benedetto Cappelletti, a local crockery dealer, has failed in business here with debts of $1,675 and assets of $300.

* * *

The A. Schleuter Co., Oakland, has broken ground for the erection of a three story warehouse structure on Fourth street, near Franklin, and expects to have the building ready for use by the first of August. This will be used as a storage warehouse for the Oakland and Berkeley stores, where a large crockery and glassware business is done.

* * *

M. A. Stallmeyer, formerly of Los Angeles, has opened a store at Fillmore, Cal., where a specialty is is being made of cut glass.

* * *

The Illinois-Pacific Glass Works at Fifteenth and Folsom streets, recently destroyed by fire, are to be rebuilt as rapidly as possible, and already some departments are again in working order.

OBITUARY.

ANOTHER pioneer glass man has joined the great majority. Herbert Fitzgerald died last week at Pittsburgh, aged sixty eight. The deceased was born in Ireland, coming to this country when a boy. He went to Pittsburgh in 1873, and worked at the old Challoner & Hogan plant, which afterward became Hogan, Evans & Co. When this plant went out of business he became night foreman of Factory D of the United States Glass Co, which position he held at the time of his death.

Marcus Sand Tarbell, for many years a buyer of Oriental art goods for firms in this city, died of heart disease at Atlantic City May 24, aged forty-eight. He was regarded by art dealers as an authority on Oriental art goods, and fulfilled for them and for private individuals important assignments in the Far East.

Allan Magowan, father of Ex-Mayor Magowan of Trenton, who figured very largely in the pottery business many years ago, died May 30. The elder Magowan was born in Ireland seventy-six years ago and came to this country in boyhood.

FOUNDED IN 1874

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

Published Every Thursday

BY

WHITTEMORE & JAQUES, Inc.,

92 West Broadway, New York.

EDITORIAL ROOMS, TEL. 5092 BARCLAY.

MECHANICAL DEPT., TEL. 5086 BARCLAY.

SUBSCRIPTION RATES, INVARIABLY IN ADVANCE:

United States	$2.00
Canada	3.00
All other foreign countries in the postal union	4.50
Single copies	.10

In remitting subscriptions please send Postal Money Order.

Make all checks and drafts payable to Whittemore & Jaques, Inc. Out-of-town checks should bear the words "With New York Exchange."

Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, JUNE 1, 1911.

GET busy! The conditions are favorable for a good business period. Advertise your wares! Prepare the way for your men on the road by letting buyers know that they are coming and what they will have to show. Keep your name before the trade!

FURTHER DEBASED.

THE cut glass market is threatened with the advent of cuttings on ordinary pressed lime glass. One concern claims to have perfected the process. It is more difficult to cut lime glass than lead glass, on account of its greater hardness, and the ordinary acids which are used to polish lead glass are not efficacious. While the new process produces "cut" glass, it is a very poor article compared with the real, or even the cuttings made on figured blanks The latter, when properly cut and polished, at least have prismatic colors and are brilliant. The new glass is lacking in both these qualifications The use of figured blanks has led to a prostitution of the art by slighting the cutting for the sake of cheapness. Now the trade is to be further debased. The stuff will sell. There is no doubt about that. The five and ten cent stores will soon be offering nappies, berries and other small articles on their counters.

One good may come of it, however. It will compel users of figured blanks to finish their work properly, and will emphazise the difference between real cut glass and its substitutes. There is the same distinction as between diamonds and rhinestones. People still buy diamonds, and they will still buy cut glass. How it will affect pressed glass remains to be seen.

THE PREMIUM BUSINESS.

PREMIUM-GIVING firms have long been an important factor in the china and glassware trade. Usually they buy in large quantities, and their accounts are desirable. There are potteries the entire output of which is devoted exclusively to this kind of business, and not only are they running to their utmost capacity, but are erecting new kilns to care for the great influx of orders. One firm we know of has called in all its salesmen other than those selling to premium or scheme goods buyers. Some pressed glass concerns are receiving orders for goods in carload lots, to be delivered at intervals of only a few weeks. Cut glass is also being used in very large quantities.

While manufacturers are naturally anxious to do all the business in this direction they possibly can, there is an element of danger in it. Department stores do not look with much favor on its tremendous growth. Nearly all the factories depend upon department stores to take a very large proportion of their output. Should the time come when the buyers for the large concerns take the stand that they will buy only from such firms as do not sell to premium-giving houses, many crockery and glassware manufacturers will find themselves in the position of having to decide which business is most to be desired.

PERSONAL.

AMONG those who made it a two-day holiday was William Dealing. He remained at his home in Ridgewood, N. J., and devoted part of his time to his peas and beans, which we understand far surpass those of his neighbors The balance of his leisure was given over to "little Billy," whose chief amusement is throwing glasses on the floor, thus creating an extra demand for the blown article that his father dispenses among the trade.

Charles W. Stewart, buyer for Murray-Kay, Limited, Toronto, was in New York last week on a hurried visit Mr. Stewart is a Canadian who has had quite an extensive experience in the United States, having filled positions with several firms in America as manager of their crockeey and glass de-

partments. It is to this fact that he attributes the success attending his efforts to have the finest department in his line in Canada.

George Gebhardt, secretary and manager of the Laurel Cut Glass Co., Jermyn, Pa., was a visitor to the city on Friday and Saturday, accompanied by Charles Weidemann and Mr. Weinstein, Eastern and Southern salesmen of his firm.

W. E. Lang, who has a large crockery and glass establishment at Fredericksburg, Va., was in the District Friday last placing liberal orders. Mr. Lang is a typical Southern gentleman, as courteous in business as at a social fuction.

H. C. Kupper sailed for Europe on the "Kron-Prinzessin Cecilie", leaving Tuesday morning. His stay abroad will be indefinite.

J. W. French left on Wednesday for a visit to the potteries in England, where he will meet John Davison, and at the conclusion of his business will make a short tour on the Continent, returnlng about the middle of August.

A. J. Fondeville, of Fondeville & Van Iderstine, returned from Europe on the "Lusitania" last week, bringing with him many new samples both in crockery and glass Mr. Fondeville and his wife will leave for Niagara and other points June 3, the twentieth anniversary of his wedding day, on a sort of honeymoon trip.

E. Torlotting sails for Europe June 22 and will not return until the end of August.

James Davison, erstwhile crockery man, and still a member of the executive committee of the Crockery Board of Trade, was visiting in the District last Monday.

C. H. Blumenauer, of the Jefferson Glass Co., Follansbee, W. Va., arrived in New York on Sunday night for a week's stay. He says that the factory is being run at its fullest capacity.

N. Saphier, of 1,350 Fifth avenue, this city, who deals in high grade china and glassware, paid a visit to the District this week. Mr. Saphier is making good progress in his business, owing to his untiring efforts to get the right goods. He is a man of strong and forceful personality, albeit with a very pleasing manner, and will undoubtedly make his mark in the commercial world.

George Hamilton was in Kansas City on Monday. From there he went to St. Louis. The orders arriving at the office are indications of the success of his trip.

Emil Bronnum, representative of the Royal Copenhagen Porcelain Co., started for Chicago, where he has made excellent connections, on Wednesday. He took with him all the new samples recently received from Copenhagen, and expects to obtain fine results therefrom.

E. C. Wilson. representative of Gill & Co., Philadelphia, has just returned from a trip through the Eastern States. He found a great improvement in business over the last few months. In fact, in some localities things were fairly booming.

James Wendle, of Jules Wendle & Son, Oswego, N. Y., arrived in the city on Monday and called at many of the storerooms in the District.

J. H. Reese, of Hager Bros. Lancaster, Pa., came to town Monday last on a buying expedition and left evidence of his presence all along the line.

H. S. Clarke, of Robert Slimmon & Co.'s staff, is at the Parker House, Boston, meeting with great success. He will return to New York at the end of this week and remain here for a month or so to attend to any of his customers coming to the city.

C. W. Bow, with the George H. Bowman Co , spent two or three days in New York the latter part of last week.

A. H. Ledden has shipped to Ocean Grove, N. J., enough household goods and chattels to accommodate his family there for the season, and will not return to Trenton to live, but come right on to New York and make this his abode. The time consumed in commuting, he thinks, can be used to much greater advantage.

W. A. Brock, with Righthouse Co., Hamilton, Can., was a visitor to the city this week.

Louis Cruveilher, of the H. R. Churchill staff, who has been covering Canadian and Western territory, has returned to the home office.

THE "LOAN SHARK" EVIL.

Continued from page 10.

States Supreme Court. While it would not pay to a loan company one dollar on any assignment of wages, the firm is prepared to spend tens of thousands to determine the issue in the courts. Furthermore, that it is the fixed policy of the firm not to discharge an employee for assigning wages. As it is known among money-lenders that R. H. Macy & Co. will interest itself in any employee involved with a loan shark, the attempts to use the firm as a collection agency on an assignment of wages are very few. Mr. Straus also gave some facts and figures concerning the firm's Mutual Aid Association, which aims to help worthy employees when they need financial assistance.

Jacob Gimbel, of Gimbel Bros., reviewed the policy of his firm here and in Philadelphia in handling the problem. Employees are not discharged for having borrowed money, claims against wages filed by loan companies are not honored, and the firm undertakes to help employees by loans in case of distress, if an investigation of the facts proves that such aid will not result in harm to the employee.

Hon. Ansley Wilcox of Buffalo spoke of the essential provisions that should be contained in a model law dealing with small loans. Reviewing the present State Law regulating pawnbrokers and the chattel mortage loan law under which personal loan associations may charge a reasonable rate of interest under proper supervision, Mr. Wilcox pointed out that some such law is needed in respect to salary loans; that with an interest rate of six per cent per annum, which the present law provides, it is impossible to do business honestly. Recognizing the economic need for salary loans among certain classes of people who would not be able to to obtain loans from the present remedial agencies in the field, such as the co operative loan associations, there is an urgent necessity for the passage of new legislation which will permit salary loan companies to operate on a reasonable basis under proper supervision and control. This control, Mr. Wilcox says, should be placed in the hands of the State Banking Department. Mr. Wilcox further reviewed the present statutes coverlng confessed judgment notes. In his opinion these laws, which allow money-lenders to file a confession of judgment, even when less than $50, and obtain costs of $15 in addition to their usurious interest charges, are pernicious and ought to be amended.

Fred C. Lawton, superintendent of the Gorham Mfg. Co., Providence, R. I., described the highly successful co-operative savings and loan association, managed entirely by the employees, connected with that corporation, the operation of which has almost entirely eliminated the shark and helped the employees and the company.

S. T. Simmonds, manager of the savings and loan department of the Celluloid Club, described the activities of that department, which he considers one of the most valuable of the various forms of welfare work undertaken and encouraged by the Celluloid Co. Newark, N. J. The employees may become depositors at any time in sums not less than 25 cents weekly, receiving interest on deposits at about ten per cent per annum. Any depositor who has been in the employ of the company for one year may obtain a loan running from a rate of one per cent a week to six per cent per annum. The maximum loan is $200. On loans of less than $25 a simple note is taken, but on loans greater than $25 one endorser is required. The officers of the company are not in any way connected with the department, except that they stand ready to advance money needed when loans have not been paid in sufficient amounts to repay depositors at the time of withdrawal. That the savings and loan department has been very successful in accomplishing its purpose is shown by the fact that of the 1,300 men in the employ of the company, more than 600 are depositors, and the loan shark no longer finds there a field for his exploitation. Since its organization it has loaned about $60,000 with losses of less than $100.

AT BOSTON.



HARRY B. HOLLIS.

THIS week the JOURNAL starts a series of brief sketches of members of the Boston fraternity. The "batter-up" this week is Harry B. Hollis. Mr. Hollis has been in the cut glass atmosphere since 1894. starting as treasurer of the Empire Cut Glass Co. and later being sales manager of the concern. Eleven years in those capacities gave him a fine knowledge of the cut glass end. Following that, he organized the Royal China Decorating Co., which held his attention for four years. He has represented a number of houses in the New York field, but the past several have been spent in similar work about New England, with headquarters in Boston. Harry is Boston born and bred, but has a wide circle of friends all over the country. Socially he is a great favorite His hobbies are canoeing and walking, and pleasant Sundays always find him strolling over the parkways of the

city. Mr. Hollis is a high degree Mason and Shriner At his office, 157 Federal street, he maintains a fine display of the following lines: Cambridge Glass Co., Jefferson Glass Co., Jewel Cut Glass Co., J. J. Niland Co., N. A. Cusson, N. L. Lockhart Co. and the Benziger Co.

Mr. Brewerton, formerly glass buyer for the Denholm & McKay Co., Worcester, has resigned to take charge of the kitchen furnishings end of the Shepard Co., Providence, R. I. Mr. Keller, assistant to Mr. Brewerton, will do the buying for the Denholm & McKay Co.

J. J. Niland, cut glass manufacturer, Meriden, Conn., was here last week making a few social calls.

The F. E. Nelson Co., who operate several department stores in New Hampshire and Eastern Massachusetts, are obliged to delay opening their Haverhill store for several months owing to an unexpired lease.

An infrequent and welcome visitor here recently was Gardner Brewer, of Burlington, Vt., who runs a big variety store there.

At 41 Pearl street, the headquarters of three prominent trade members, three estimable ladies preside over the correspondence—viz. (named in the order of their height), Miss May Keegan, Miss Jennie Mahoney and Miss Hilda McKinnon.

Buyer Ota of Crescent Park, the big amusement resort of Providence, was here in search of ready selling novelties.

The Wells-Burrage Co. are advertising a removal sale, as their store will shortly be torn down to permit the extension of Arlington street.

S. S. Hartwell, a crockery man of Gloucester, Mass., helped out the sales totals with several of the boys this week.

Both Paul M. and R. E. Phillips left here to-day for a month's visit to the Weller factory at Zanesville, O.

In the bunch of new cut glass samples received by S. J. Mahoney is a pattern of Halley's comet.

J. S. Dawes has gone to Portland, Maine, for a week or two, to care for his summer cottage interests. Mr. Dawes is sort of a real estate promoter on the side.

Twelve young women decorators struck last week at the pottery of Greely, Fiance & Pile, South Boston, over an alleged grievance against a new superintendent. The strikers are picketing the factory, and so far the firm have only been able to secure two strike-breakers, who are brought to and from work daily in automobiles.

S. M. Allen, of Aiken, S. C., and Bar Harbor. Me., stopped off here for several days en route to Bar Harbor, to buy goods for that store. He reports a very successful season with his Southern store. Both these places are popular vacation spots in their respective seasons.

Geo. W. Beals secured a desirable contract last week covering the equipment of one of the largest Philadelphia hotels with vacuum carafes. The amount went 'way up into four figures.

As soon as some expected samples arrive, Pat Hanley will make an extended New England trip, covering all the important places from Bangor, Maine, to Bridgeport, Conn.

James J. Hanning, china and glass buyer for the Jordan-Marsh Co., has returned from a visit to New York and Philadelphia.

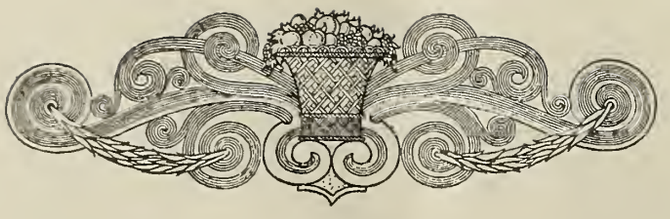
The Boston manager for the Lalance & Grosjean Mfg. Co., the big agate ware house, is George G. Coffin, a business veteran of many years, and who takes care of the New England interests in an energetic manuer.

Geo. A. Granville, representative of A. H. Heisey & Co., has returned from a trip through the western section of the State.

Visiting buyers were: Arthur Raciott, of Raciott Bros., Webster, Mass.; Fred Fisher, with the F. E. Nelson Co., Manchester, N. H.; Henry L. Kincaid, Quincy, Mass ; F. C. Tobey, Wolfeboro, N. H ; Frank Dunmore, with The Shepard Co , Providence, R. I., and Miss Jessie Thompson, Andover, Mass. A "seller" was Fred Farrell, with the Monongah Glass Co., Fairmount, W. Va.

A PAIR OF HANDSOME SHOW WINDOWS.

SINCE Miss Maude Stewart, formerly with Frank Bryerly & Son, Beaver Falls, Pa., assumed the management of the china, glass, brass and houses furnishings department of the J. B. Wells & Son Co., Utica, N. Y., the fame of its beauty has spread all through that territory. A good share of this reputation is due to the effective displays made by J. A. Lloyd, the window dresser, whose clever work may be seen in the illustrations elsewhere in this issue.



IMPORTS AT NEW YORK.

Petaining to China, Crockery, Glass, etc., for week ending May 30, 1911.

ANTWERP

141	packages	glassware	B Gunthel
24	"	"	Graham & Zenger
3	"	"	Fensterer & Ruhe
184	"	"	Miscellaneous Orders
3	"	earthenware	L Straus & Sons
138	"	"	O Goetz
8	"	"	Koscherak Bros
46	"	"	G F Bassett & Co
14	"	"	L D Bloch & Co
9	"	"	Bawo & Dotter
1	"	"	Karl Hutter
6	"	"	Miscellaneous Orders
18	"	chinaware	Vogt & Dose
4	"	"	Miscellaneous Orders
64	"	toys	B Illfelder & Co
31	"	"	A Steinhardt & Bro
46	"	"	Miscellaneous Orders

BREMEN

19	packages	glassware	A L Crawford
5	"	"	Eimer & Amend
4	"	"	A Steinhardt & Bro
112	"	"	Miscellaneous Orders
1	"	earthenware	Geo Borgfeldt & Co
37	"	"	L Straus & Sons
63	"	"	Miscellaneous Orders
176	"	toys	Geo Borgfeldt & Co
6	"	"	Samstag & Hilder Bros
4	"	"	L H Mace & Co
63	"	"	Miscellaneous Orders

COPENHAGEN

9	packages	earthenware	Bawo & Dotter
5	"	glassware	Fensterer & Ruhe
7	"	"	Miscellaneous Orders
460	"	toys	Geo Borgfeldt & Co

GLASGOW

18	packages	glassware	H A Rogers & Co

HAMBURG

2	packages	glassware	Fenesterer & Ruhe
18	"	"	Kmy-Scheerer Co
5	"	"	Koscherak Bros
85	"	"	O Goetz
15	"	"	J H Venon
21	"	"	F W Woolworth
77	"	"	Miscellaneous Orders
13	"	earthenware	Herman C Kupper
8	"	"	L D Bloch & Co
86	"	"	L Straus & Sons
38	"	"	Bawo & Dotter
105	"	"	Miscellaneous Orders
83	"	toys	B Illfelder
6	"	"	C B Rouss
12	"	"	Knauth, Nachod & Kuhne
3	"	"	Samstag & Hilder Bros
94	"	"	Miscellaneous Orders

LIVERPOOL

20	packages	earthenware	Geo Borgfeldt & Co
2	"	"	Maddock & Miller
11	"	"	G F Bassett & Co
5	"	"	Fondeville & Van Iderstine
17	"	"	F W Woolworth
9	"	"	R Slimmon & Co
3	"	"	J Wygand & Co
10	"	"	E Boote
10	"	"	Meakin & Ridgway
11	"	"	H C Edmiston
18	"	"	Miscellaneous Orders

LIMOGES

180	packages	chinaware	Theodore Haviland & Co

LONDON

11	packages	toys	Geo Borgfeldt & Co

GENOA

4	packages	earthenware	H Creange
63	"	"	Geo Borgfeldt & Co

ROTTERDAM

165	packages	earthenware	Geo Borgfeldt & Co
25	"	"	Lazarus & Rosenfeld
23	"	"	Bawo & Dotter
152	"	"	Miscellaneous Orders

SOUTHAMPTON

11	packages	chinaware	J H Venon
190	"	"	Haviland & Co
2	"	"	L D Bloch & Co
39	"	"	L Straus & Sons
12	"	"	C L Dwenger
56	"	"	Miscellaneous Orders

TRIESTE

87	packages	earthenware	Fenesterer & Ruhe
574	"	"	Miscellaneous Orders

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

71	packages	earthenware	Jones, McDuffee & Stratton Co
23	"	"	Mitchell Woodbury & Co
5	"	"	Meakin & Ridgway
3	"	"	Richard Briggs & Co
44	"	"	American Express Co
15	"	"	F W Woolworth
12	"	"	A W Chesterton
10	"	"	Fondeville & Van Iderstine
2	"	"	Geo Borgfeldt & Co
18	"	"	Miscellaneous Orders

HAMBURG

45	packages	earthenware	Jones, McDuffee & Stratton Co
154	"	"	J B Moore & Co
1	"	"	R F Downing & Co
56	"	"	F W Woolworth
109	"	"	National Despatch Co
3	"	"	Bawo & Dotter
13	"	"	Jordan Marsh Co
5	"	"	Patterson Wylde & Co
1	"	"	Chas Emerson & Son
2	"	"	Ocean Transit Co
22	"	"	L Wolf & Co
18	"	"	Geo Borgfeldt & Co
2	"	"	R H Stearns Co
4	"	"	Miscellaneous Orders

ROTTERDAM

8	packages	earthenware	Koopman & Co

Among the Potteries
East and West

East Liverpool and Vicinity.

For the first time in a number of years there was a transfer of stock in one of the Western pottery corporations during the last week. Col. Will A. Rhodes, one of the original stockholders in the Colonial Pottery Co., disposed of his holdings—fifty-nine shares—to Will Robinson, sales manager of the Colonial, the selling price being close to par. This factory will close only one week this summer, in order to repair and install some additional improvements.

* *

Cecil E. Taylor, of the Taylor, Smith & Taylor Pottery Co., spent a few days last week at the home office. This plant is being operated to capacity—in fact, its business so far this year is the heaviest in its history. The new treatments on dinnerware will be ready within a fortnight. This firm is now sending to all buyers who make the request a handsome leather-bound booklet wherein all records of open stocks may be kept. It is a convenience that is worth having.

* *

"It looked for a time as if the pottery premium business would be dealt a severe blow by a law that was passed by the Illinois Legislature a few weeks ago against trading stamp and premium users," said H. E. O Brien, the largest premium goods buyer in Chicago, when he visited the district this week. "But in the Senate the bill was killed, and we breathed a sigh of relief." Mr. O'Brien said that the House evidently acted under the impression that the trading stamp business was all wrong because only certain dealers handled them. He pointed out that it was the same with open stock patterns, and that all dealers could use the premiums, for there were other potteries and other dealers in stamps. While here Mr. O'Brien placed some exceptionally large orders for immediate shipment, one alone calling for the delivery at once of 10,000 lemonade sets.

* *

George W. Clarke, Western salesman for the Homer Laughlin China Co., an account of whose hair-breadth escape in an automobile mix up we printed last week, has returned to the home office looking the picture of health, and optimistic concerning the condition of business in the West. His several months' tour of the Western country was a very successful one, and he says that the outlook for a busy fall was never brighter.

* *

The Kenilworth Country Club, the membership of which includes many East Liverpool pottery manufacturers, will erect a $5,000 club house this season, and will also become identified with the National Golf Association. The club house and links will be just west over Laurel Hollow from the Homer Laughlin China Co.'s plant in Newell, W. Va.—an ideal location.

* *

J. J. Ingalls, formerly with the Akron China Co., and now a leading premium goods dealer in Chicago, spent a few days in the pottery district last week.

* *

S. C. Cook, Western representative of the Edwin M. Knowles China Co., has been at the pottery for a few days. Like other Western salesmen, Mr. Cook is optimistic concerning the outlook for a big fall business.

* *

All salesmen of the Smith-Phillips China Co. will be at the home office Monday next, when they will arrange their new lines. F. S. Crowl, Chicago, Western representative; H. Benedikt, New York; W. L. Young, Danbury, Conn., Eastern representative, and Joseph Davis, the Middle West, form the big quartette. Many new dinnerware treatments have been arranged, and decorations for the new toilet shape have also been completed.

* *

The Globe Pottery Co. will show twenty-five new treatments on dinnerware June 15, together with a number of specialties, including a new sanitary covered salad.

* *

Always keeping abreast of the times, if not a little ahead, the Homer Laughlin China Co. is ready to show some very neat and clever treatments on its dinnerware lines for the fall trade. The line of

salads and other specialties of this firm will also be shown in added decorations.

* *

The Cartwright Bros. Co. will have a new dinner shape in August, the order having been placed with modelers during the past week. It will be shown in a longer line of treatments than any other dinner shape of this firm.

* *

W. E. Graves, president of the American Factories Co., St. Louis, was in the district this week—his first visit in many months.

* *

Three new treatments on a tankard jug line are being shown by the Warner-Keffer China Co. The decorations are decals, filled in, and include a coin gold band at top and around the mouth. The effect is excellent.

* *

Ohio farmers and brokers are short of straw, and prices for this packing material have a rising tendency.

Salineville, O. In order to procure sufficient water supply, the National China Co. has started the construction of an immense reservoir on the hill overlooking its plant. Since the National removed to Salineville, Samuel B. Larkin has practically made a new pottery out of this plant.

Wellsville, O. Fire caused a loss of about $4,000 to the straw sheds, cooperage and stables of the Wellsville China Co. last week. The plant is owned by Monroe Patterson, of East Liverpool, president of the Patterson Foundry and Machine Co. The fire is said to have been of incendiary origin. Fully covered by insurance.

Trenton. Spencer Clayton has been made foreman of the Delaware Pottery to succeed Richard Walmsley, who recently retired after twenty-seven years service with that concern.

* *

The engagement of John A. Moore, vice-president of the Sanitary Earthenware Specialty Co., to Miss Elizabeth M. Riehill of this city is announced. The wedding will take place in St. Mary's Cathedral on June 21.

Zanesville, O. N. S. Buhne and George W. Potts have incorporated the Betterware Pottery Co with a capital stock of $10,000. Work will be started in the fall on a new two-story concrete building which will be erected on property that has been purchased on the North River road. It is the plan of the new company to give employment to colored men exclusively, with the exception of white superintendents. The promoters are among the prominent colored residents of Zanesville.

Grafton, W. Va. J. H. Irving and C. H. Warner will erect a new pottery here with the cooperation of the Board of Trade. Work on the plant is to be started at an early date. The character of ware has not been made known as yet.

SMALL "DISTRICT" FIRE.

EIGHTEEN firemen were overcome at 57 Murray street Wednesday evening when fire melted the connection of a gas pipe in the cellar of the building occupied by Froeber & Vollrath, dealers in crockery.

The fire started in a pile of excelsior and in itself did not amount to much, being confined to the cellar. The wareroom was not injured to any appreciable extent, and business is going on as usual. The firemen, however, had a hard time of it until the escaping gas was shut off.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

TO	Shipments week end'g May 13, '11	Corresponding period 1910	Exports Jan. 1 to May 13, '11	Corresponding period 1910
Boston	127	119	2903	3096
New York	179	98	3288	3157
Baltimore	136	34	4627	6061
Philadelphia	384	276	2024	2223
New Orleans	11	28	357	632
Newport News	....	....	26	55
San Francisco	....	....	30	...
Portland (Me.)	....	...	545	992
Galveston	27	....	439	322
Portland (Or.)	....	....	....	....
Inland Points	....	99	801	1053
Total	864	654	15040	17591

From the Freight and Shipping Circular of John Edwards & Co Liverpool.

TO	Shipments week end'g May 13, '11	Corresponding period 1910	Exports Jan 1 to May 13, '11	Corresponding period 1910
New York	179	98	3064	2995
Boston	129	119	2842	2767
Philadelphia	415	225	1998	2096
Baltimore	136	34	4622	6118
San Francisco	....		30	....
New Orleans	11	28	306	311
Portland (Me.)	....	....	389	591
Galveston	27		439	283
Newport News	....	....	26	55
Portland (Or.)	....	....	....	....
Inland Points	....	....	211	946
Total	897	504	13927	16162

Around the Glass and Lamp Factories.

Pittsburgh and Vicinity.

That an advance in blown ware will be made at no distant date is admitted by manufacturers here, and they say that at least ten per cent more will be asked. Because of the great demand for these lines some dealers have already started to place orders for fall in order to insure delivery and at the same time take advantage of the present lists. More than one factory making blown ware has been compelled to refuse orders placed for immediate shipment, and large buyers do not expect delivery during the present fire. They have, however, been anticipating an advance in the blown lines,and, as stated above, are "covering" for the future.

"We cannot get enough cut and etched blown ware this fire to fill our orders," said a well known jobber this week. The bar lines are selling better than ever, and it is really surprising the volume of "individuals" now being shipped into "dry" territory.

The Pittsburgh Lamp, Brass and Glass Co. will show four new portables for both gas and electricity within the next fortnight. The shades will possess a globe-dome effect—something new on portables. The decorations will consist of a variety of forest scenes.

According to opinions advanced by some of the best-informed glass manufacturers in the country, buyers who expect to get their fall and holiday stocks in good time had better anticipate their wants on the fancy lines of glass just as early as possible. Light cut ware is running the etched lines a close race, and the demand for both is the heaviest ever experienced. Unless time is taken by the forelock buyers will be caught short on stocks before the next holiday season is over.

There was a rush to get out a batch of souvenir glassware from Western Pennsylvania factories and decorating shops during the past week. Park managers and concession holders at summer resorts held off until the last moment to order out their shipments. The season opened in all the parks last Saturday, and the souvenir lines are expected to move nicely for the next four months.

W. H. Duvall, western representative for the Bryce Bros Co., Mt. Pleasant, Pa , has been out for a week on a special business mission for the firm.

Swaney Hall, salesman for the L. E. Smith Glass Co., Mt Pleasant, Pa., was in the district last week on his return from a Western trip. He will go East at once.

C. H. Foster, of the Beaver Valley Glass Co., who was here a few days ago, says that the new line of blown blanks for cutting shops which the concern has placed on the market has had a remarkable sale.

Mail order houses have been placing some good business on lamps during the last three weeks. Chicago has been the heaviest buyer in this respect.

"The complaint about trade being 'off' only refers to certain sections of the country," said the sales-manager of a large Western Pennsylvania glass factory. "From the West we are getting some excellent business, and what surprises me most is the receipt of orders at this time for early fall delivery."

Shippers of goods in less than carload lots are hard hit by the amendments to the package freight tariffs of the railroads as embodied in supplement No. 5 of official classification No. 37, just received by the leading local shippers. The supplement provides that no single package or small lot of freight of one class shall be taken at less than 100 pounds at first class rates, and in no case shall the charge of a single consignment be less than 35 cents. The former rule placed the minimum charge at 25 cents, and the shippers regard the advance of 10 cents as quite radical. The increase in the minimum charge means a much larger expense to all shippers in less than carload lots, and it is quite probable that the leading shippers will bring complaint against the railroads. The new

rule goes into effect July 1, and the Interstate Commerce Commission may be asked to suspend the advance pending an investigation into its reasonableness.

Aldenville, Pa.

The Clinton Cut Glass Co., located on the Lackawaxen Rixer at Aldenville, Pa., are enlarging their shop to double the number of frames. At present they employ from thirty to thirty-five cutters.

DEDICATION OF THE KELSEY MEMORIAL.

ARRANGEMENTS have been made by a committee of the managers of the Trenton School of Industrial Arts to dedicate the Kelsey Memorial Building on Wednesday evening, Juue 7. The annual commencement exercises of the school will be held at the same time. The committee in charge is composed of Edward C Stover, Herman Mueller, John S. Broughton and Director F. F. Frederick.

Governor Wilson is expected to preside, and John C. Monaghan, of New Haven, Conn., has been selected as the principal speaker. Mayor Madden and other city and state officials will likewise speak.

Much curiosity has been manifested by the general public of the city to see the interior of the building upon which Mr. Kelsey, in his generosity, has spent $140,000 that education along artistic and scientific lines may be open to all young people of Trenton and vicinity.

During the exercises nine graduates of the school will receive diplomas, many will receive certificates for the successful completion of the year's work, and $180 in prizes, offered by persons interested in the school, will be awarded.

SPECIAL NOTICES.

The cost of advertisements under this heading is $1 for the first and fifty cents for each following insertion for each half inch of space (30 words). PAYABLE IN ADVANCE.

BUSINESS OPPORTUNITIES.

CUT GLASS LINE WANTED FOR NEW ENGLAND.—Must be A-1 and popular priced, with commissions paid promptly. Otherwise need not reply. Address X, Box 1753, Boston, Mass.

TO LET.

LOFTS TO LET.—Apply to GILLINDER, 42 West Broadway, New York.

NEW FREIGHT SERVICE from East Liverpool, O.

Buyers of pottery should insist shipments—either bulk or packages—be routed over Erie, Youngstown and Ohio River railroad (the new railroad into the pottery centre) from East Liverpool. Traffic arrangements with all steam roads throughout the country, enabling advantageous routing and rating to any point in the United States, Canada or Mexico. For rates, apply to any agent or J. J. CHANDLER, Chief Tariff Bureau, Leetonia, Ohio.

Jones, McDuffee & Stratton Co.

Fine Pottery, Glass and Lamp Merchants,

(TEN FLOORS,)

25 to 39 Franklin, cor. Hawley St., BOSTON, MASS.,

Offer the following STOCK PATTERNS of Decorated Ware, which, being carried in abundant lines, both open and in original packages, can be supplied promptly, and at lowest market values:

BLUE SPODE'S TOWER,	W. T. Copeland & Son.
MONTEREY.	Ridgways.
Flow Blue MEISSEN, Onion pattern	"
Old Blue WILLOW,	"
The ORLOFF,	"
The BRIDAL WREATH Hotel	"
The GENEVA, Hotel,	"
The MILAN, Hotel	"
Green Illuminated FLORENTINE,	Johnson Bros.
The REGENT,	" "
The SANTOS, White and Gold,	" "
The HAVELLA,	" "
The GROSVENOR,	" "
The BARODA,	" "
The MIKADO, Green and Gold,	" "
The WHITE HOUSE, White and Gold	" "
The VALENCIA LACE HOTEL	" "
The GOLDEN CHAIN,	Alfred Meakin, Ltd.
The WINDERMERE, printed and gold,	"
The MARSEILLES,	"
The SENATE,	"
The ALEXANDRA,	Booths, Ltd.
The LANDSEER,	W. H. Grindley & Co.
The HOFBURG, Flow Blue and Gold,	" "
The ROSALIND, Green and Gold,	" "
The EMPIRE,	Upper Hanley Pottery Co.
Old BLUE CANTON China, Hong Kong.	
Old BLUE FITZHUGH China, "	
Green and Gold MEDALLION Canton China, Hong Kong.	
LACE BORDER and ROSETTE,	Royal Worcester Porcelain Co.
Green FESTOON	" "
The VIGORNIA China, White & Gold Encrusted,	"
The MALVERN, MULBERRY and DOVE,	"
The TUNBRIDGE China,	Doulton & Co
The ST. LAZARE SPRAY,	Haviland & Co. China.
The DONHOFF,	" "
The SPRINGTIME,	" "
The MONTEBELLO,	" "
The SONDERBURG,	" "
The NORMA,	" "
The PRINCESS,	" "
The AMSTEL,	" "
The ST. GEORGE, Gold Encrusted,	" "
The FRONTENAC,	" "
The COUNTESS,	" "
The AUTUMN LEAF,	" "
The CASTIGLIONE,	Porcelaines G D A China.
The MALABOR Hotel,	" "
The BALUSTERE Hotel,	" "
The CALVADOS, Encrusted Gold,	" "
FONTAINBLEAU,	" "
BLEU DE FOUR, Encrusted Gold. The NAVARRE.	J. Pouyat
White and Gold Encrusted, the LORRAINE,	" "
The ATHENA,	" "
The NARBONNE, Green Band and Gold Lace,	" "
The FONTENAY,	R. Delinieres & Co.
The LAFAYETTE,	Villeroy & Boch, Dresden.
The FULDA, Austrian China.	
The MUNICH, "	
The GRENADA, "	
The LONATO, "	
The BARONIAL, White and Gold, Bavarian China.	
The CZARINA,	Theodore Haviland & Co
The LOUVRE,	" "
ALTADENA, Border Hotel,	John Maddock & Son
Mason BLUE CANTON,	Ashworth Bros.
Royal Dresden BLUE ONION Porcelain	Crossed Swords brand.
MEISSEN CHINA (Dresden) Blue Onion.	
The ODESSA, White and Gold Encrusted,	John Aynsley & Co.

and others which for lack of space cannot be enumerated here.

Also, Grindley's W. G. and Johnson's White Semi-Porcelain; Alfred Meakin's W. G., Haviland White, Gold and Decorated china, and Staffordshire, German, Japanese and French China Novelties; also the best things from the Greenwood Pottery Co., Lenox, Onondaga China, Knowles, Taylor & Knowles, and others.

New Stock Patterns constantly being added; and while we mean to be able to match up past stock patterns we are having the best up-to-date new stock patterns.

Our facilities for readily matching STOCK PATTERNS will be appreciated when we state the fact that we have upwards of 8,554 BINS occupied in our sixteen lofts.

☞ "Stock Patterns" which cannot be readily matched cause more annoyance than profit.

JONES, McDUFFEE & STRATTON CO., BOSTON

CROCKERY AND GLASS JOURNAL

NEW YORK, JUNE 8, 1911.

THE CONDITION OF BUSINESS.

New York. Good feeling prevails in the trade as to future business. While it is true that there is not much doing in the selling line in the District just at present, there is lots of preparation going on for what is to come. Plans are being made for an aggressive movement to get business; energy is expended in preparing new samples and laying out campaigns for travelers; and in general there is a decided awakening from the apathy which has predominated for the last two months.

Reports from the domestic factories are of a most encouraging nature. Our correspondence from both the pottery and glass districts shows that there has been a real revival in business. It was expected that the glass factories would have many orders owing to the shutdown which begins on July 1. There will be, of course, a temporary closing of potteries for necessary repairs and stocktaking, but there is every indication that it will be very short.

Importers who deal in stock goods think that there will be heavy calls on them for immediate deliveries. The orders that are coming in now are more frequent, although for small quantities, and every one is urgent, showing that stocks are very low.

Returning travelers in a number of cases report that they have done better within the last two or three weeks.

A gratifying feature is that up to this time there are almost no countermands, showing that buyers have faith in the future.

It is a common saying that Wall street anticipates the future. Ever since the Standard Oil decision there has been a steady and strong upward movement in stocks. There is more animation in the market and financiers are expressing the opinion that the end of the depression has come.

The summer trade promises well. The mountain, seaside and country resorts are looking for a big season, based on early rentings and engagements for quarters in the principal hotels.

The dreaded drought has been broken. From all over the country come reports of copious rains. insuring the wheat crop. The cotton situation is very encouraging. A larger area has been planted than ever before, and a fourteen million bale crop is expected.

In other trades than ours like conditions prevail. There is a slow bnt steady increase in business in nearly all lines. Cotton mills that have been closed

for weeks have been put in operation, and a number of steel furnaces also have been put in commission this week. The Pennsylvania Railroad strike has proved a fizzle, and the men are going back to work. In this city there is every prospect that the new sub way will be started very shortly. All this means giving employment to thousands. There is no question but that the atmosphere is clearing. The only fear is that there will not be goods enough to go round later on.

Trenton. Business has taken a sudden change for the better. While the orders being booked are not for any great amounts, the increased sales have had a very encouraging effect upon local manufacturers. All operatives are again working on full time.

Pittsburgh and Vicinity. Business with glass manufacturers in this section changed from bad to good almost over night recently, and they are in a decidedly happy mood. Orders for general lines have started to come in from all sections of the couutry. No stocks are being accumulated, to speak of, shipments being made almost direct from the shops "The turn of the road has appeared," was the expression of one manufacturer.

East Liverpool and Vicinity. Generally speaking, business among the potteries of the West could be considerably better. Some plants are reporting full operations, while others say that production has been curtailed. We should judge that the kiln capacity of this district is being operated to about sixty per cent. Collections show an improvement.

IN TOWN.

Abbreviations—c, crockery; g, glass: hf, housefurnishings; l, lamps; t, toys; s, silverware.

THE following buyers have reported in town since our last issue:

J W Kelley, with Gilchrist Co, c, Boston. 55 White.

H I Belcher, with Jordan Marsh Co, s, Boston. 31 Union square.

W O Green, with F T Blanchard Co, hf, Bristol, Tenn. Pierrepont.

J B Brosseau, with E Malley Co, hf, s, New Haven, Conn. 320 Church.

G H Wood, with R H Sterns & Co, c, g, Boston. 45 East Seventeenth.

J Marshall, with F E Doolittle Co, hf, Elmira 41 Union square.

Miss K Heary, with Sisson Bros., Welden Co, c, g, Binghampton. Imperial.

D J Owler, with Callendar, McAuslan & Troup Co, t, Providence, R I. 2 Walker.

O J Dietsche, with Wm Hengerer Co, t. Buffalo. 214 Church.

N A Ferrie, with A T Lewis & Son, D G Co, t, hf, Denver. 16 East Eighteenth.

L J Wagner, with J N Adam & Co, t, Buffalo. 214 Church.

Mr Scott, with Geo B Peck D G Co, s, Kansas City. 2 Walker.

R N Caird, with Sweeny Co, t, Buffalo. 75 Spring.

A A Sprague, with Howland D G Co, t, Bridgeport, Conn. 75 Spring.

E W Johnson, with J H Bunce Co, t, Middletown, Conn. 75 Spring.

A A Breton, with Shartenburg & Robinson, t, New Haven. 75 Spring.

C I Smith, with Reid & Hughes D G Co, t, Norwich, Conn. 75 Spring.

A K Burnham, with Reid & Hughes D G Co, t, Waterbury, Conn. 75 Spring.

A Kallman, with England Bros, t, Pittsfield, Mass. 75 Spring

J Donovan, with W G Webber Co, t, Salem, Mass. 75 Spring.

J Harrington, with Harris & Morwy Co, t, Woonsocket, R I. 75 Spring.

Miss E Ledger, with H S Barney Co, t, Schenectady, N Y. 75 Spring,

R S Kraus, with Shartenburg & Robinson, t, Pawtucket, R I. 75 Spring.

R Illsley, with Barnard, Sumner & Putnam Co, t, Worcester. 75 Spring.

J R Coppin, of J R Coppin Co, hf, Covington, Ky. Somerset.

A L Gauthier, Waterbury, Conn.

OBITUARY.

ONE of the oldest crockery dealers in Syracuse, Gurdon R. Crocker, died June 2 of apoplexy. Born at Cazenovia fifty-seven years ago, Mr. Crocker went to Syracuse as a young man. He entered the employ of S. P. Pierce & Son, crockery dealers, and worked his way up until he became a traveling salesman for the company. Later he entered the employ of Dey Brothers & Co. and had charge of the crockery department. Six years ago, with Orlando C. West, he organized G. R. Crocker & Co. and opened a store at 440 South Salina street.

Charles L. Maguire, brother-in-law of C. H. Taylor, died of pulmonary trouble at Mt. Gretna, Pa., last Friday after a short illness. He was about forty-one years old, and at one time was associated with Mr. Taylor in representing the S. A. Weller line of pottery. He leaves a widow, but no children.

The New York Crockery and Glass District.

THE fact that nearly all the glass factories shut down around July 1 should be borne in mind by those requiring goods for early delivery. Orders should be placed as soon as possible in order to avoid delay in getting wares. This will prevent disappointment to themselves and their customers, as well as aid the manufacturers to fill all urgent requirements.

Never in the history of the Imperial Glass Co has it been so busy. Charles Cox, of Cox & Lafferty, who handle these goods in New York, says that each month brings increased business, and the factory's capacity is being strained to its utmost.

It may not be generally known that Warren street, which was laid out in 1750, was named after Sir Peter Warren, captain of the naval station. Murray street, projected about the same time, was called after Joseph Murray, a leading lawyer. It was once a part of King's Farm property of Trinity Church. Vesey street derives its name from the Rev. William Vesey, first rector of Trinity Church. Park Row was the original post road running through the common to Boston.

The Goodwin & Kintz Co. is doing an excellent trade in its new electric, gas and combination fixtures. The new lines of electric showers are proving good sellers and are attracting quite a little attention.

To have kept back new designs that are all ready for the trade on account of the capacity of the factory being taxed to its utmost with orders for the old ones is a most satisfactory position these days for a glass firm to be in. Such is the case with the Central Glass Works, Wheeling, W. Va. Still, they have sent along to A. P. Doctor several novelties. One, a lobster salad bowl, is on the order of a low-footed comport with a tapering inner lining which holds the sauce, the lobster being laid on ice in the intervening space between the lining and the comport. There is also a new long stemmed cocktail glass, the tapering bowl of which has an optic effect.

S. Sipser, Eastern representative for the Crown Novelty Co., Chicago, is now well settled in his new quarters at 46 West Broadway. Mr. Sipser, who has long had an office at 1133 Broadway, realizes that the District is still down town, and wants to be in the swim.

C. P. Schuller, New York representative of the C. F. Munroe Co., Meriden, Conn., is receiving new samples every day at the local showroom, 25 West Broadway. Among them is a brand-new idea in brass letter racks and bookcases with handpainted brass panels containing rustic scenes, marine views and animals. Lamps for reading desks, and a new hotel smoking stand that is weighted so that it will not upset are also among the new goods set out to tempt the buyer.

Twenty-two different styles of night lamps in assorted colors and decorations comprise one line that the Pittsburgh Lamp and Glass Co. has prepared for its customers recently. They are fitted with chimneys, shades and globes to match. Twelve different styles of table lamps in assorted decorations, with chimneys or globes to match the shape of founts, are also on view.

Everything connected with the "Folies Bergere," on Forty-sixth street, near Broadway, although not of French make, is decidedly Parisian in idea and design. Even the china furnished by the Maddock Pottery Co., of Trenton, N. J. is decorated with what appears to be a French ballet girl, somewhat on the order of a shepherdess—at least, she has a shepherdess's crook and is leading a frolicsome lambkin. The whole conception is very cleverly carried out. Every portion of the creation is suggestive of fun and conviviality. The grapes which form the border immediately remind one of the cup that cheers; the masks of Tragedy and Comedy that link the vines together

typify the stage; while the happy dancing shepherdess recalls the innocent young damsel we all have met, who has such a rich vein of fun in her make up that we would fain linger in her presence long.

The Royal Crown Derby people in England are getting up some new and attractive designs and patterns for Bawo & Dotter, their American representatives. This ware is so beautiful that there should be a very great demand for it in this country.

Many novel shapes in the new illuminating glass, "Haskins-Lucida," have been received by L. D. Hatton, 76 Park place. He has also just opened a line of new enamel ware samples from the John Dunlap Co., Carnegie, Pa.

The cut glass boat designed to hold spoons recently brought out by the Irving Cut Glass Co. has proved to be an exceptionally active article. In fact, buyers have sailed right away with it, and repeat orders have been plentiful. F. W. Reichenbacher, 25 West Broadway, the New York representative, is looking forward to his firm getting out some new items that will float just as easily.

Fred Skelton has recently taken on a line of pressed and blown lime glass tumblers from the Crystal Tumbler Co., Morgantown, W. Va., of which George Fry is the head.

The United Novelty Co., 35 Barclay street, has just issued a new and comprehensive illustrated catalogue of bureau sets and novelties.

When the writer called on Louis Wolf & Co. the latter part of last week he found every one of the sales force busy with a customer each. The usual query as to the condition of business was left unasked.

Representatives of the B. White Co., a new department store at Ohio and Sandusky streets, North Side, Pittsburgh, will be in New York the latter end of this week to purchase complete lines for the various departments that go to make an up-to-date establishment. The four story building adjoining their present store is being remodeled and will be utilized for the enlarged business of the company. The crockery, glass and housefurnishings men in the District should be able to interest these people considerably.

DONT get into the habit of professing what in your own heart you do not believe.



AT CHICAGO.

TWO new mail order houses that will handle crockery, glass and associated lines have just been incorporated here They are the Daniel H. Ritter Co , capitalized at $50,000 and operated by Daniel H. Ritter, Nathaniel L. Hildebrand and Charles G. Rose, and the Union Mail Order House, incorporated by Michael J Perlawski, J A. Gintawt and Leo Zoladawski with a capitalization of $2,000. Both will begin business immediately.

Manager Marshall of the Fostoria Glass Co. has received some very handsome new samples of the company's latest designs in sterling silver filagree work on glass from the works in West Virginia.

A. S. Adams says that the glass trade has treated him so well this year that he is going off to a quiet spot in Michigan along up about Pentwater, where the shade is fine and the water cool and he can pull in a fish while framing up a new line of attack for the fag end of the season to make it run into larger figures than the first.

With its capitalization lately increased from $5,000 to $100,000, the Baird Electric Co. will put on the market a new line of electric lamps and lamp fixtures in ornamental designs of art glass.

Peter G. Rinken, buyer of china for The Boston Store, has perfected a folder for use in pricing open-stock dinnerware patterns which solves the problem of having itemized price cards always neat and clean. It is of convenient size and attractive in appearance, being made of leatherette, the corners bound with gun-metal clasps. The price-cards are separate, and protected by celluloid. The folders are not at all expensive, and the demand is already so great that Mr. Rinken has not been able to supply it.

E. A. Merriam, of the Turner & Seymour Mfg. Co., Torrington, Conn., has been renewing acquaintances among the Western trade while conferring and planning with the company's local sales manager, C. J. Hattan, 59 East Adams street.

Among the visiting buyers here were J E Crockett, Topeka, Kas.; S Fendig, Rensslaer, Ind.; H Warner, Stonington, Ill.; H A Epstein, Berlin, Wis.; A W Finnegan, Adel, Wis.; J A Carroll, Portage, Wis.;

H M Keyes, Warren, Ill.; G Keller, Appleton, Wis.; A E Palmer, Adrian, Mich.; H J Steffer, Rantoul, Ill.; C F Gaskill, Meewauqua, Ill.; H S Hubbard, Hartford, Mich ; J R Weaber, Havana. Ill.; L Kraus, New Orleans; H L Davis, Ipsilanti, Mich.; J P Yetter, Stewart, Ill.; E H Barrett, Dunlay, Ia ; A G Bolger, Minoque, Wis.; E J Phillips, Oshkosh, Wis.: A L Schram, Oshkosh, Wis.; C Holtzschue, Oklahoma City; J Panton, Duluth; A J Woolman, Three Oaks, Mich.; E H Cox, Sioux Falls; T S Read, Bradford, Ill.; R J Martin, Sloan, Ia ; G Creighton, Moscow, Idaho; F H Steck, Washington, Ia.; R L Gebhard, Louisville, Ky.; M A Hagen, Fargo, N D.; C H Pleuss, Millington, Ill ; T J Ash, Bradford, Ill

C. G. Everson & Co. have lately put in a line of art glass portable lamps in addition to the general lines of electric and gas lighting fixtures of several of the higher grades of Eastern manufacture.



ROYAL COPENHAGEN CHINA.

GLASS IN THURINGIA.

IN the manufacture of toys, dolls, and, to some extent, glass instruments, there still prevails in Thuringia the system of giving out work to individuals and families at their homes and on their own account, says Consul R. C. Busser, who is stationed at Erfurt, Germany. One of the disadvantages of this system, especially to the workers, is the difficulty to control the output, the absence of an intelligent method of calculation, often enabling the middleman to buy up the goods at excessively low prices. The factory system, however, is each year increasing its sway over almost every industry in the district. This is especially the case in the scientific instrument and optical industry, where, even in the smaller workshops, automatic machinery is taking the place of the old methods, with the accompanying tendency to restrict the functions of the workers. As neither the foreman nor the pieceworkers have the necessary time for teaching under this system, there is a narrowing of the field for the training of apprentices.

Owing to the increase in the cost of living, wages have been raised in many of the factories during the past year or two. The daily working time has also been reduced from ten to nine hours in the glass factories.

Thuringia is the seat of the thermometer and glass blowing industry of Germany. Numerous glass houses located in Jena, Ilmenau, Gehlberg and other Thuringian towns supply the glass blowers with tubing and roughly prepared material for the manufacture of glass apparatus for laboratory and scientific purposes. The Jena glass works is the largest establishment of this kind, and in addition to an enormous German trade its products of optical glass, glass tubing, and glass for laboratory, illuminating, and electrical purposes are exported in large quantities to the United States and other parts of the world. This firm employs 1,100 workmen, and the work is carried on in eight factories, with 24 melting furnaces and 126 furnaces for preliminary heating and annealing.

In the manufacture of scientific instruments and optical goods there are employed at Jena over 3,000 workmen. The American trade, though important, constitutes but a small fraction of the total business. This firm is a large buyer of American products, procuring from the United States many of its machine tools and most of its supplies of raw copper and aluminum. The principal products of this firm are microscopic and photomicrographic appliances; photo-

graphic objectives; optical measuring, surveying and astronomical instruments. This concern has recently been devoting much attention to the manufacture of instruments and appliances for optical projection, in order to meet the increased demand for apparatus to illustrate lectures by means of ocular demonstrations. This apparatus is chiefly used for instruction in the natural sciences, and more especially to facilitate the study of experimental physics and chemistry. Apparatus for teaching purposes is also made by other glass instrument makers in Thuringia.

TEN NEW MEMBERS

AT the meeting of the Salesmen's Association held Saturday last the following were admitted to membership: Ernest H. Bennett, of the CROCKERY AND GLASS JOURNAL; Joseph Blum, with A. Leipzig, this city; Augustin A Breton, with Shartenburg & Robinson, New Haven, Conn.; J. Cecil Hickson, with Fostoria Glass Co.; Augustus C. Hoagland, with Reid & Hughes Dry Goods Co., Waterbury, Conn.; W. L. Moore, with Guernsey Earthenware Co.; Emerson Nichols, London, Canada; E. J. Newey, with A. Field & Co., this city; J. W. Palma, with Albert Pick & Co., Chicago; Wm. H. Tantum, with J. H. Parker, Boston.

The death claim of John F. Reyels was ordered paid.

MORIMURA BROS.' PICNIC.

IT was a happy throng that boarded the Guiding Star at the Rivington street dock last Saturday, when the employees of Morimura Bros. and their friends set out on their picnic, and a happier one when it was let loose at Whitestone Landing, L. I.

A baseball game was soon under way—Americans versus Japanese. W. S. Erneman was umpire, and the American team didn't think much of his ability, owing to the fact that he let the Japanese win. They would have preferred their fat friend Duffin, who always sticks by his comrades. There were races of all kinds, including a three-legged race for men and women, an egg race, lantern race, 100 yard dash, half mile, and a hobble race for men. During the games J. C. Amon said he knew how to tap a keg of beer, and forthwith proceeded to prove it. He put the spigot in upside down, and is now wearing a new suit. Miss E. Schumulewitz is still limping on account of her energetic efforts in the races. She won second prize in the three-legged race.

C. W. Coles filled the bill of toastmaster to perfection, except that he would not allow Mr. Greeman, the city man, a chance to make a speech. Dancing after dinner was indulged in, and altogether a most enjoyable time was experienced.

MARSHAL'S SALE OF CUT GLASS.

AT public sale on Monday, June 12, at 8 First street, at 10 o'clock, upwards of 150 pieces of cut glass are to be disposed of. They are all new samples and an opportunity is presented to secure a bargain. Particulars may be obtained from Robert Lax, city marshal, 31 Nassau street.

TRADE TIPS.

ARCADIA, TEX.—J. H. Argo & Co. is the name of a new concern starting here which is handling, among other lines, pottery, housefurnishings and glassware. Catalogues are wanted.

Cologne, Minn.—Scheper Bros. have bought out the business of P. M. Scheper, and will handle pottery and glassware, together with housefurnishings.

La Crosse, Wash.—Catalogues on housefurnishings, glassware and pottery will be welcomed by the Carmin & Logan Co , which has just formed here with $5,000 capital stock.

Scottville, Ill.—M. B. Wheeler & Son have bought out M L Drake and will handle additional pottery and glassware.

Wellington, Tex,—The Pioneer Hardware Co. has been formed with $10,000 and will welcome catalogues on glassware, lamps and pottery.

Middletown, Ill.—Keif & Turner have opened a new store under their own name here and will handle housefurnishings, pottery and enameled ware. Catalogues are requested.



NEW STORE OF C. L. KNAPP & CO., LEAVENWORTH, KAN.

AT BOSTON.

PROMINENT in the Boston wholesale coterie is Henry T. Edwards, who for the past sixteen years has handled the products of the Fostoria Glass Co. Mr. Edwards is an Englishman by birth, coming to this country in 1867. Until he took the Fostoria glass line he was in the metal and brass goods business, and there acquired a fundamental knowledge of portables and lighting fixtures. In the gas and electric fixture line he spent several years with Mitchell, Vance & Co, New York, and following this connection came to Boston as a representative of what was then known as the Edison General Electric Co. During the sixteen years he has been with the Fostoria Mr. Edwards has distributed immense quantities of glass and decorated lamps. His present quarters consist of two rooms devoted to glassware and a separate room for the lamp line. He ranks as one of the most able men in the business. Mr. Edwards' favorite pastime is fishing, and a number of piscatorial trophies adorn his dining room.



HENRY T. EDWARDS.

L. T. Thayer, formerly china buyer for R. H. White Co., and lately with the Charles Hoyt Co, Manchester, N. H., has gone to Erie, Pa., where he will assume the buying end of the Erie Dry Goods Co.

Harry Clark, traveler for Robert Slimmon & Co., New York, was here this week with their various lines.

Solomon P. Stratton, vice president of the Jones, McDuffee & Stratton Co., is having a few days' vacation at Petersham, Mass.

A. H. Hews & Co., flower pot makers and crockery jobbers, have erected a mammoth three-story warehouse, 60 x 120 feet, and are now building a clay shed 80 x 200 feet. E. Roy Pierce is president of this corporation and buyer for the crockery department. They buy in immense quantities and sell all over New England. In the flower pot end they are reputed to operate the largest pottery in the country.

W. R. Eliot, with the Meriden Glass Co., sails for Europe in a day or two for a pleasure trip,

George M. Turner, of this city, has become assistant buyer of crockery and housefurnishings for the Denholm & McKay Co., Worcester. Mr. Kelly is the buyer, having succeeded Mr. Brewerton, who went with the Shepard Co., Providence.

Three buyers in town this week were: George H. Williston, Fall River; Geo. L. Desaulnier, Woonsocket, R. I., and Miss Sullivan, with the Clifford S. Cobb Co., Waltham, Mass.

W. A. B. Dalzeil, president of the Fostoria Glass Co., Moundsville, W. Va,, was a visitor here this week in conference with Henry T. Edwards, their Boston man.

Louis A. Carter, manager of the china department for N. Snellenberg & Co., Philadelphia, accompanied by Ralph Simmonson, superintendent, were in town this week to look over the local china departments This company is planning to build an extensive department on the third floor and were in search of ideas. They also paid their respects to a number of the wholesale coterie. Mr. Carter, known to his friends as "Lou," is one of the most popular buyers in the country.

The Harry M. Hollander Co., which recently opened a five cent to twenty-five cent store at Holyoke, are about to open another store in Springfield.

WHERE WILL IT STOP?

THE hotel centre is steadily moving uptown. The Victoria, at the junction of Broadway, Fifth avenue and Twenty-seventh street, is to be torn down and a twenty-story business building erected on the site. The Chatsworth, at West Seventy-second street, was given in part payment, and will presumably take over the business of the Victoria.

Not long ago Union square was the hotel centre; now it is getting nearer Forty-second street. One of the reasons given for inducing crockery men to move uptown was that they might be near the hotels. If the crockery men should congregate near Union square they will be as far from the hotels in a short time as they were before there was any thought of an uptown movement.

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

Published Every Thursday

BY

WHITTEMORE & JAQUES, Inc.,

92 West Broadway, New York.

EDITORIAL ROOMS, TEL. 5092 BARCLAY.

MECHANICAL DEPT., TEL. 5086 BARCLAY.

SUBSCRIPTION RATES, INVARIABLY IN ADVANCE:

United States	$2.00
Canada	3.00
All other foreign countries in the postal union	4.50
Single copies	.10

In remitting subscriptions please send Postal Money Order.

Make all checks and drafts payable to Whittemore & Jaques, Inc. Out-of-town checks should bear the words "With New York Exchange."

Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, JUNE 8, 1911.

HOW TO TRAVEL IN THE UNITED STATES.

WE are indebted to E. Torlotting for the following clipping from "Die Glashutte," published in Dresden:

ADVICE TO COMMERCIAL TRAVELING MEN SENT BY THEIR RESPECTIVE FIRMS TO HUNT FOR BUSINESS IN THE UNITED STATES.

By their Special Correspondent, sent for this purpose to that country.

It is quite proper to travel second class, as almost all the big steamers have now third class passengers. Attention and meals are very good, and even better than in most hotels.

Second class passengers must have about $32.50 to be allowed to land, but this rule is generally not strictly enforced. If you do not have too much baggage it is advisable to take a cab. Carriages are expensive, but the delivery of baggage by the express companies costs also about $2 a hundred and fifty pounds.

Selection of a hotel can be made according to the money you want to spend. But you can get a very nice room for $1 a day. It is not required to take your meals at your hotel. Breakfast there costs 50 cents, lunch 50 cents, and dinner $1. The "wise" go to one of those numerous "Child Restaurants," where you can get breakfast for a quarter. However, you can get meals at any price. In not being too extravagant you can get along with $1.25 a day, so that your daily expenses do not average more than $2.50.

Surface cars are expensive—five cents a fare. If possible, carry your samples yourself. Porters are costly, as well as telephones—ten cents for a call. It is therefore advisable to write first to your prospective buyer; also to visit the incoming Western buyers, whose names are published daily in the "Hotel Reporter."

The proprietors of "Die Glashutte" have been wrongly informed. There is really no need for a representative of a glass or china house to pay so much as a dollar a day for a room in a first-class hotel. That is unwarranted extravagance. He should go to the Mills Hotel, where he will only have to pay twenty cents. There he may obtain a course breakfast at fifteen cents, and a sumptuous luncheon for the same price. This hotel is fitted up with all the conveniences of home and several luxuries besides, such as a library, reading and smoking rooms, shower baths, and even a laundry for the use of guests who desire to wash their own clothes.

Those "Child-Restaurants," while extremely fashionable and select, are quite high priced compared with the Mills hotel tariff. Our esteemed contemporary states that "in not being too extravagant you can get along with $1.25 a day" for meals. That is lavish expenditure. You may obtain breakfast, luncheon and dinner for fifty-five cents at the Mills hostelry, and with twenty cents for your room the total expenditure need not be but seventy-five cents per day.

There is no necessity to use the expensive surface cars. Have your samples carefully packed in a knapsack and carry them on your back. There are many men selling goods that way in America. They are not usually designated commercial travelers, however. But what does that matter? "A rose by any other name," you know.

When in the neighborhood of Sixth avenue and Twenty-eighth street, and desiring to entertain a prospective purchaser, we would recommend a nice little restaurant, patronized largely by the leisure class, where coffee may be bought for two cents per cup, cakes and pie one and three cents, and that fashionable Boston dish, pork and beans, may be procured at five cents per portion. Eleven cents will pay for all that can be eaten. And afterwards, if your guest is "in for a bit of a time," as many are before settling down to business, don't throw money away by paying fifty cents for seats in a theatre. That is sheer waste. Take him to a moving picture show. It only costs a nickel apiece, and you can stay there as long as you like.

We entirely agree with the "special correspondent" that the telephone is expensive. As a postage stamp only costs two cents, write your customer. He is waiting to be summoned to inspect your samples, and as he is usually a high salaried man to whom time is valuable, will take a taxicab right away to your hotel.

PERSONAL.

THE Northwest is the coming country, according to B. F. Sinsheimer, who is now in New York visiting the various houses he represents in Portland, Ore He says they do not know what hard times are up there. The people are progressive, ambitious, and are spreading out in a way to astonish those in the East And the climate is delightful. Mr. Sinsheimer is at the Navarre.

Miss Maud Garvey, daughter of J. L. Garvey, jobber on West Broadway, returned the latter part of last week from a very delightful trip to Niagara Falls, where she spent five or six glorious days.

E Juniski is back at his desk at Morimura Bros. after a two weeks' vacation on the Jersey coast.

W. D. Kelly, manager of the Woolworth five and ten cent store at Barry, Vt., has been transferred to New Bedford, Mass., where he assumes charge of a larger store. His successor is H. E. Hodges, formerly of Nashua, N. H., where he has been manager for Mr. Woolworth for several years.

W. A. B. Dalzell, president of the Fostoria Glass Co., Moundsville, W. Va., was in the city for a short visit last week. He went over to Boston for a day, returning to New York to spend a little time with John Nixon, the local representative of his company, and left for home on Saturday.

George F. Mackey, who at present is not trammeled by business cares, is rusticating at his home in Rye, N. Y.

M. O. Doering, formerly New York manager for Charles Ahrenfeldt & Son, is living in Leipzig, Germany, being very comfortably housed in a pretty apartment facing a large park, and with his wife is enjoying life. He is not engaged in any business at this writing.

Frank R. Martin, buyer for the Cowell & Hubbard Co., Cleveland, arrived in New York from Europe on Saturday morning. N. C. Haschall, of Toledo, and Mr. Zoller, with Charles Mayer & Co., Indianapolis, were fellow passengers. Mr. Martin says that he had a most delightful trip and found in out-of-the-way places some exceedingly choice articles in pottery and glass. Mrs Martin, who accompanied him, remains in Europe until October.

Traveling salesmen are sometimes likened to soldiers out on the firing line, but you seldom hear of any casualties on their side. In fact, a "dead one" is almost unheard of. Certainly R. W. Fiske, of the Consolidated Lamp and Glass Co., is no corpse. He has just returned from a trip covering the Eastern part of Pennsylvania and does not complain in the least of the treatment accorded him, He did a good business that was as satisfactory to his firm as himself.

H. M. Felker, better known as "Sonny," is now at Pahrump Ranch, Nevada. He writes that the climate is beautiful, the scenery grand, and that he lives on horseback. His health is very much improved.

O. L. Sutherland, who has been touring the country since March 10 in the interest of George F. Bassett & Co., reaching as far as the Pacific Coast, is now on the last lap and is due to arrive in New York June 10

H. J. Fisher, of Rich & Fisher, fine china dealers on Fifth avenue, sails for Europe June 18.

We announced last week that Emil Brounum, of the Royal Copenhagen Porcelain Co., had gone to Chicago At the last minute something transpired that made it impossible for him to leave until Monday of this week.

B. Banner, of the Banner China Co. Beaumont, Tex., who has been in this city for a month, left for home Tuesday night.

L. Bernardaud and his son Jacques sailed Saturday on the steamer "St. Anna" of the Fabre line. They go by way of the Mediterranean, and will be about two weeks on the water.

Harry Freese, with Vogt & Dose, came home on Saturday for the season.

Mr. Metzner, with John Friedel, Wheeling, W. Va., was a buyer in New York this week.

George Heisler, who looks after the Western field for B. F. Drakenfeld & Co., is making a short visit to

the home office this week. Mr. Heisler was formerly connected with the Warwick China Co.

⚜

P. R. Manies, with B. F. Drakenfeld & Co., got in on Monday morning from a long tour West. He found a decided improvement in business the last four weeks.

⚜

Thomas Shotton, cut glass manufacturer, Brooklyn, and his partner, Mr. Noakes, will leave for Europe on the 25th.

⚜

William Hoffmann, with B. F. Drakenfeld & Co., sails for Europe on the "Grosser Kurfurst" June 15 for a short business tour.

⚜

Mrs. Tobe Blumenthal, wife of the well-known crockery and glass man in Mexico City, is visiting New York to escape the annoyance and disturbances in Mexico. Her stay will depend upon political conditions.

⚜

Victor Levoyer, who has just returned from a trip to Canada for A. Gredelue, says that Canadian trade has wonderfully improved and that there is quite a feeling of confidence in its further improvement.

⚜

Hugh Edmiston has just returned from England, where he has been visiting his factories and arranging for new articles for the fall.

⚜

Chas. H. Lang, with Kinney & Levan, Cleveland, was a visitor in New York this week.

⚜

George Hamilton arrived home from his western trip on Monday.

⚜

Winslow Goodwin, general manager, and Lewis J. Gregory, treasurer, of the Goodwin & Kintz Co., Winsted, Conn., were visitors to the city this week.

⚜

A. L. Gauthier, Waterbury, Conn., is in town buying. He is registered at the Prince George. Mr. Gauthier carries a line of fine goods and has built up a nice business. He says that in May he sold more goods than in any month since he started.

WHITNER & CO. TO REBUILD.

THE loss by the fire which destroyed the store of C. K. Whitner & Co., Reading, Pa., May 25, proves to be nearer $300,000 than $225,000, as first reported The firm at once rented the Auditorium, a building of good capacity, to be used as a store during the months that will be required to erect a new structure. Architects are already at work on plans for the building to go up at the old location on Penn square

ON THE PACIFIC COAST.

NOW that cheap fuel has been secured for California more attention is being paid to manufacturing, and a number of projects have been launched with the idea of establishing factories here for turning out glass and pottery. California is now the leading State in the Union in the production of crude oil, and the development of gas wells will assist materially in the establishment of glassy factories. Plans are being drawn for a large fruit jar plant in the vicinity of Sacramento, and a number of other projects of this character are under way. Some very fine pottery is now being turned out, but on a small scale only, and the bulk is still brought from the East and foreign countries. There is an abundance of valuable clays here, and attention is to be paid to them in the near future.

* *

The Schloss Crockery Co., 17 Beale street, has about closed out its crockery lines and is now devoting the bulk of its attention to its wholesale fruit jar business, which is one of the largest in the State.

* *

The wedding gift season is now on, and is furnishing quite a stimulus to the trade. Several of the leading retailers are making extensive window and inside displays of their most attractive lines. In these the predominance of white and gold patterns in china is a notable feature, not less than five or six of the houses devoting their windows exclusively to showings of white and gold.

* *

Among the wholesalers the slight lull which has been felt since the close of the active spring import season is now broken by the departure or the preparation for the departure of the traveling men for the first trips for the fall season. Some got away last week, some have left this week, and others will be on the road in a few days. Practically all of the samples for the early fall are now in.

* *

Hale's cooking school, which has just come to a successful close, was intended to increase sales in the large crockery and housefurnishing department of that store, and aroused much interest in the city. At the daily lectures, which lasted for five weeks, there was an average attendance of four or five hundred women; and in the final prize contest for bread-bak-

ing over fifteen hundred loaves were entered. Mr. Ward, one of the firm's advertising men, says that the result of the school has been a marked increase in sales in all the departments, especially the crockery and glassware ones.

* *

Mr. Meyer, of the Nathan-Dohrman Co., reports the business of the week very brisk and satisfactory. In wedding presents there has been an excellent demand, particularly for china dinner sets, in which white and gold patterns are much preferred over floral decorations. The company's business in furnishing country homes with their glass and crockery services has likewise been of considerable volume.

* *

A. A. Otte leaves next week on an Eastern and Northern trip for the Pittsburgh Lamp, Brass and Glass Co., going as far as Denver, and spending some time in Montana. C. Lewis is now covering the Napa and Sonoma Valleys.

* *

Sylvester Baker, of the Macbeth-Evans Glass Co., and George Boomer, of the Plume & Atwood Co., have started on a long business trip together. They will go to Los Angeles, San Diego, Denver and the Northwest, and will not return until July This is Mr. Baker's first trip since he received a full line of the Alba glass which has proved so popular in the Bay region, and he expects to awaken considerable interest in this line in the territory he visits on this trip.

* *

James Gill, buyer for E. O. Hall & Son, of Honolulu, is in the city with his wife. They are on their way East, and are combining business with pleasure, as Mr. Gill regards this trip as a vacation—the first he has enjoyed in twelve years.

* *

The American Import Co. is showing a strong line of cut glass, taking orders for fall delivery. It has also received new samples in Japanese china which show still another advancement in this line of goods, the body being nearly equal in color to that of European china, and the decorations very attractive.

* *

Thomas Church, general merchandise man for Alexander & Baldwin, Honolulu, arrived here May 30 on his way East.

* *

E. F. Nichols, manager of the Hilo Mercantile Co., is in the city.

* *

Jullus Kaufman, Robert P. Frisk, and other business men of Los Angeles have organized a company for the manufacture of cut glass, electric light shades and incandescent globes in that city.

* *

W. H. Gibson & Co., 504 J street, Sacramento, are advertising their entire line of crockery, glassware, cutlery, etc., for quick sale, as they are retiring from business.

* *

The Emporium is advertising dinnerware at reduced prices with good results, selling much white and gold ware from open stock. "Ivory art ware" from S. A. Weller and Royal Doulton pottery are also being featured.

* *

B. F. Heastand, of the Fostoria Glass Co., is planing to leave June 10 for Honolulu on a business trip of six or seven weeks' duration. Although the territory is small, this firm has good connections there, and finds it an extremely attractive field.

IMPORTS AT NEW YORK.

Petaining to China, Crockery, Glass, etc., for week ending June 6, 1911.

BREMEN

7	packages	glassware	L Straus & Sons
49	"	"	H Endemann
252	"	"	Miscellaneous Orders
81	"	earthenware	Geo Borgfeldt & Co
44	"	"	Karl Hutter
41	"	"	Miscellaneous Orders
50	"	chinaware	Strobel & Wilken Co
2	"	"	Miscellaneous Orders
50	"	toys	Geo Borgfeldt & Co
18	"	"	F W Woolworth
11	"	"	C B Rouss
10	"	"	F A O Schwartz
5	"	"	G W Travers
11	"	"	L H Mace & Co
12	"	"	Samstag & Hilder Bros
184	"	"	Strobel & Wilken Co
60	"	"	Miscellaneous Orders

GLASGOW

14	packages	glassware	H A Rogers & Co

HAMBURG

49	packages	glassware	Fenesterer & Ruhe
7	"	"	W R Noe & Sons
4	"	"	Lazarus & Rosenfeld
11	"	"	F W Woolworth
10	"	"	Knauth, Nachod & Kuhne
114	"	"	L Straus & Sons
9	"	"	F Bing & Co
141	"	"	Eimer & Amend
17	"	"	Strobel & Wilken Co
537	"	"	Miscellaneous Orders
25	"	chinaware	Strobel & Wilken Co
3	"	earthenware	Herman C Kupper
4	"	"	L D Bloch & Co
21	"	"	Lazarus & Rosenfeld
10	"	"	Koscherak Bros
12	"	"	J Palme
69	"	"	Bawo & Dotter
6	"	"	E R Theiler
129	"	"	Miscellaneous Orders
119	"	toys	B Illfelder
128	"	"	Geo Borgfeldt & Co
9	"	"	Bawo & Dotter
23	"	"	Knauth, Nachod & Kuhne
208	"	"	Strobel & Wilken Co
299	"	"	Miscellaneous Orders

ANTWERP

150 packages toys.....Strobel & Wilken Co
22 " chinaware.....Strobel & Wilken Co

HAVRE

15 packages chinaware.....Bawo & Dotter
27 " " .....Wm Guerin & Co
15 " " .....H R Churchill
5 " " .....Fondeville & Van Iderstine
1 " " .....L Straus & Sons
47 " " .....Miscellaneous Orders
19 " glassware.....E Utard

LIMOGES

180 packages chinaware.....Theodore Haviland & Co

LIVERPOOL

3 packages earthenware.....Bawo & Dotter
4 " " .....W H Plummer
18 " " .....E Boote
14 " " .....Maddock & Miller
8 " " .....George Hamilton
17 " " .....Fondeville & Van Iderstine
6 " " .....L Straus & Sons
3 " " .....Meakin & Ridgway
28 " " .....Miscellaneous Orders
8 " toys.....Strobel & Wilken Co
26 " " .....Geo Borgfeldt & Co
10 " " .....Miscellaneous Orders

LONDON

18 packages toys.....Strobel & Wilker Co

ROTTERDAM

134 packages earthenware.....Geo Borgfeldt & Co
62 " " .....L D Bloch & Co
25 " " .....Bawo & Dotter
12 " glassware.....Graham & Zenger
18 " " .....Miscellaneous Orders
49 " toys.....F A O Schwartz
85 " " .....B Illfelder & Co
68 " " .....Miscellaneous Orders

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

42 packages earthenware.....Jones, McDuffee & Stratton Co
22 " " .....Mitchell Woodbury & Co
3 " " .....A W Chesterton
1 " " .....R H Stearns Co
2 " " .....E Boote
13 " " .....Miscellaneous Orders

ANTWERP

65 packages earthenware.....Jones, McDuffee & Stratton Co
7 " " .....Houghton & Dutton
7 " " .....Mitchell, Woodbury Co
24 " " .....Stone & Downer Co
42 " " .....L Wolf & Co

CHINA AND JAPAN

67 packages earthenware.....Jones, McDuffee & Stratton Co
45 " " .....Brown Bros. & Co

KEEPING CAPITAL ALIVE.

IT is the stock that holds over that kills for any useful purpose the money that is locked up in it. There must be samples for display and material for every-day use, but, as it is serving its purpose, the capital it represents is alive and liable to turn itself into ready money, with a profit at any time. Anything that is staying too long, and which should be turned in live capital, must be sold under some inducement for cash. It is almost criminal for the business man, at the close of a season, to be caught with dead stock in a quantity that may represent his profits for the year, or, worse yet, represent money he needs to make his usual monthly settlements. There is always some belated business, and, by having a knowledge of the things that ought to be sold and having them where they can be shown, a little tactful salesmanship and the inducement does the rest. The man who will wrest success in a strenuous competition will not let any moss grow on any of his stock, but will find a way to sell out whatever may hang fire on his hands. He will be on the watch for "shopkeepers," and will get the cost out of them, so as to make his capital lively. Such a man is of the type which will not let the capital invested in material and labor, in work done for customers, lie dead on his books in the form of overdue accounts; but he will be after his money with a respectful determination which will make people pay up. This is a short month to get odd stock sold, to learn what is on hand down to the smallest article, and to have bills made out and be after the cash just a little ahead of the rest.—*Metal Worker.*

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

TO	Shipments week end'g May 20, '11	Corresponding period 1910	Exports Jan. 1 to May 20, '11	Corresponding period 1910
Boston	335	....	3238	3096
New York	168	23	3456	3180
Baltimore	434	275	5061	6336
Philadelphia	83	169	2107	2392
New Orleans	7	....	364	632
Newport News	....	....	26	55
San Francisco	61	....	91	...
Portland (Me.)	....	...	545	992
Galveston	....	....	439	322
Portland (Or.)	....	....	....	....
Inland Points	33	3	834	1056
Total	1121	470	16161	18061

From the Freight and Shipping Circular of John Edwards & Co Liverpool.

TO	Shipments week end'g May 13, '11	Corresponding period 1910	Exports Jan 1 to May 13, '11	Corresponding period 1910
New York	179	98	3064	2995
Boston	129	119	2842	2767
Philadelphia	415	225	1998	2096
Baltimore	136	34	4622	6118
San Francisco	....	....	30	....
New Orleans.	11	28	306	311
Portland (Me.)	....	....	389	591
Galveston	27		439	283
Newport News	....	....	26	55
Portland (Or.)	....	....	....	....
Inland Points	....	....	211	946
Total	897	504	13927	16162

Among the Potteries
East and West

East Liverpool and Vicinity.

After thoroughly canvassing the business situation of the country, one firm will within the next ten days send out notices to all its trade to anticipate wants as far in advance as possible, so far as fall goods are concerned, for indications point to the heaviest business in years. Another manufacturer has received reports from all salesmen of the house to the effect that retail stocks were never known to be as low as now, and that buyers will start to come into the district in large numbers during July and August.

* *

Stocks with local manufacturers are not heavy; only a limited amount being carried. The bulk of the pottery that is now being shipped from this district is coming direct from the kilns through the decorating shops into the packers' care. A decidedly optimistic view concerning fall trade is expressed by the majority of the potters.

* *

The West End Pottery Co. announces that its new plain shape will be ready for the trade early in July. It will be shown in twelve exclusive treatments, the majority of which are borders, and at least a dozen other treatments will also be used, thus giving the new shape an elaborate array of decorations. This firm has also introduced with success a sanitary china fruit jar funnel which is meeting with a wonderful demand.

* *

Frank. I. Simmers has returned from an extended Western trip for the Hall China Co. "Heavy rains have done good to the crops, and the farmers are in rather happy mood. This is being reflected in general business in the West," he said.

* *

The Smith-Phillips China Co. has had considerable success with its new specialty, a semi-porcelain umbrella stand or holder. It can be had in plain white or with an elaborate treatment. The basin of the holder is about two inches in height and fourteen inches in diameter. In the centre is the holder, somewhat similar in shape to a beehive, and containing holes. At the base of the oval arrangement is another hole through which the water flows which drips from the umbrella.

* *

Once more the pottery combination dope pipe has been lighted, with the result that everyone in the district is having a good laugh at the expense of a pottery manufacturer with a plant located in another part of Ohio who fell for the story, and wrote offering to put his property in "at a reasonable price."

* *

W. E. Browne, Western salesman for the Potters' Co-Operative Co , has returned to the home office. President H. A. McNicol has returned from Indianapolis, where he witnessed the recent automobile races.

* *

John Paul, Ohio and Indiana salesman for the West End Pottery Co., is spending a few weeks at the home office.

* *

A local pottery has closed a deal for 10,000 dinner sets to be delivered to a Western concern at the rate of a carload a month.

* *

Rudolph Gaertner, decal importer, New York, has been spending several days in the Western pottery district, making his headquarters at the East Liverpool office, which is in charge of Messrs Shaw and Ferguson.

* *

Howard Blake, of the Trenle China Co., has returned from a business trip through Western Pennsylvania.

* *

T. J. Copeland, of Baltimore, has been spending a few days here. He represents the Globe Pottery Co. and the Edwin M. Knowles China Co. in that territory.

* *

Harry G. Mills, Eastern salesman for the Homer Laughlin China Co., has been at the home office during the past week.

* *

Contrary to former experience, the demand for calendar plaques at this season of the year is not

heavy. While some orders have been placed for shipment late in the fall, there has been a decided falling off in the call for calendars with some manufacturers.

* *

W. E. Graves has returned to St. Louis after spending several days among local pottery sample rooms.

* *

Buyers here this week were: Isaac Harris, Cleveland; T. J. Weiseman, New Haven, Conn ; L. Glickman, Waterbury, Conn.

* *

At the convention of the National Brotherhood of Operative Potters to be held at Atlantic City 162 resolutions will be presented by the various locals for action. Last year there were less than 100. Many of these, however, merely concern the legislative workings of the organization. The two-year wage agreement in the domestic list is to be considered this year. Western delegates will leave on Thursday, June 29, for Atlantic City, and the convention will be called to order in Odd Fellows' Temple the morning of June 30.

Trenton. Local operative potters are making every effort in their power to prevent the signing by Governor Wilson of Senate bill No 150, passed by the last Legislature. This measure, it has been pointed out, while clothed in an alluring title, opens up a wide field of activities, and not only permits but makes mandatory the installation of the latest improved modern machinery for the production of anything needed by the State or any political subdivision thereof. This allows the formation of a State pottery to make sanitary and other wares for the State institutions, thus tending to throw regular operatives into competition with convict labor. It is on this ground that the potters will bitterly oppose the signing of the bill.

* *

Kende Eleod, technical director of the Mueller Mosaic Co., and an instructor in the Trenton School of Industrial Arts, will sail from New York next Saturday for his home in Hungary. He will make an extensive European tour which will consume about four months.

* *

Since last Monday the Kelsey memorial building, the new home of the Trenton School of Industrial Arts, has been visited by hundreds of persons, and among the work on exhibition none has attracted more attention than that of the ceramic decorating class. It is doubtful if any art school in the country could produce finer examples

* *

There is no question but that the New Jersey ship canal project, which is being so strongly urged by local pottery manufacturers, received a great boost by reason of a tour of inspection made through Trenton by the Rivers and Harbors Committee of Congress last Saturday. The committee was taken through the Delaware River, which is to be one of the connecting links of the inland waterways route, and was much impressed by statements as to what this city proposes to do as soon as the work of deepening the river is completed. It is the opinion of Congressman J. Hampton Moore that the ship canal is assured.

Sebring, O. Evas A. Sebring, formerly identified with the management of the French China Co., who has been spending the past season in Florida, has returned home to take charge of the Oliver China Co. plant here, succeeding George Sebring, who has disposed of his holdings.

BUSINESS BRIEFS.

The pottery plant of W. & D. Bell, Quebec, was destroyed by fire June 3. Loss $20,000.

The De Bolt & McKenty five and ten cent store, Pittsburg, was destroyed by fire June 3. Loss about $10,000.

W. J Kittel has purchased the New York Silver Deposit Co.'s business and has moved it over to 95 Zabriskie street, Jersey City.

Exclusive control of the "Fit-All" dish cover for Cuba and Porto Rico has been given to E. G. Perez & Co., this city, by the patentees, Essmuller & Baker.

The Malleable Glass Mfg. Co. of Jersey City was incorporated last week by Conrad J. Rueter, Danforth W. Comins and Charles N. King with a capital of $200,000.

Wm H. Marlatt, Cleveland, has been appointed receiver in bankruptcy for the Millersburg Glass Co., in place of Messrs Miller and Schnee, who were receivers under State proceedings.

Der Mess Ausschuss der Handelskammer, Leipzig, request that recipients of their circular announcing the publication of the official catalogue of the Michaelmas Fair, to be held in August 1911, together with any others who may wish it, send their addresses at once, that the book may be mailed to them.

Sealed proposals will be received at the office of the National Home for Disabled Volunteer Soldiers, 346 Broadway, New York, until 12 o'clock m, Thursday, June 15, for furnishing 10,000 bowls, 3,000 cups, 3,000 meat platters, 8,000 butter and cheese plates, 20,000 dinner plates, 12,000 soup plates, 4,000 saucers, 14,000 vegetable dishes.

Around the Glass and Lamp Factories.

Pittsburgh and Vicinity.

The report that a deal is pending for the purchase of the plant of the Ohio Flint Glass Co at Lancaster is denied by those who have charge of the properties of the former National Glass Co. "We should be much pleased to complete a sale of one of these plants," said the manager at George Bros., real estate agents, this city. "We have only leased the Crystal plant at Bridgeport to the Jeffreys Fireproofing Co., and this after we spent considerable money in completing repairs there. Concerning the Ohio Flint, we have never had an offer for it."

With intent to double its capacity, the McKee Glass Co., Jeannette, Pa., has started repairing three furnaces which have been idle for several years, and will put them in operation at the earliest possible date. Orders with the concern are exceptionally heavy, and the increased output will be easily absorbed.

"Uncle Joe Harris, the former well-known glass salesman, who has been residing in Bell Air, Md , is feeling better now than for many months, and says that he is coming to Pittsburgh soon. He will be received with open arms by the "boys." Mr. Harris's last "stand" was with the Tarentum Glass Co.

Never before has the demand for blown glassware been so great. Every manufacturer making this class of ware has all the orders he can take care of both for immediate and later shipments.

Fires will be drawn in all union shops the night of June 30, and during the fortnight following will come the meetings of the various glass associations. The workers will have their convention at Sea Isle City, commencing July 3, and on July 17 at Atlantic City the American Association of Flint and Lime Glass Manufacturers will convene. Daniel C. Ripley, of the Ripley Gla s Co , is president of this association, and his re-election is confidently expected. On the same date the annual conference between the workers and the National Association of Manufacturers of Pressed and Blown Glassware will start. E. J. Barry of Toledo is president of this organization, and it is reported that he also will be elected to succeed him self.

S. Q. Hamilton has returned from an extended Western trip for the Tarentum Glass Co., and did business all along the line At the factory it is said that business is very good and the outlook for the year quite encouraging. Mr. Hamiltonis now at his home at Wellsburg, W. Va., and will not start out again for some time.

Walter J. Jones, who has been traveling the Northwest for the U. S. Glass Co. on a lamp trip, has returned home, as nas W. I. Campbell from the Southwest. W. J. Dillon and S. R. Frazier, Jr., who have been out on "filling-in" trips with lines of seasonable goods, have also returned to the home office.

An unconfirmed report is in circulation here to the effect that a new etched glass plant is to be started in the Beaver Valley.

The Pittsburgh office of the Jefferson Glass Co. in the Lewis Block has been closed, and the samples returned to the factory. Thomas R. Crock, who is in charge, will hereafter be connected with the factory direct, making all trips from Follansbee, W. Va. The closing of the Pittsburgh office is said to have been the result of a change in the policy of the concern looking to an increase in the business of the sales department. The lighting lines of glassware made by the Jefferson are having an exceptionally heavy demand.

Confectioners' jars are having a heavy sale with the Ripley Glass Co , the concern now showing six different styles. Resident agents of the company are also sending in good business on staples, especially for the new sanitary butter container.

Grapeville, Pa.

A new double-handled vase shown by the Westmoreland Specialty Co. is an addition to the Floral-Colonial line. Another addition is a sweet pea vase

with a silver-plated net top. A new sugar and cream have also been recently added to this line.

*

Washington, Pa.

The Duncan & Miller Glass Co. will close down their factory for four or five weeks beginning July 1 to make extensive alterations and repairs. Customers requiring deliveries during July would do well to get their orders in now to avoid disappointment.

AT PITTSBURGH.

RETAIL business in Pittsburgh is picking up. This is especially noticeable in the china and glass departments of the large stores. The first week in June was a hummer for cut glass, occasioned by the purchase of gifts for June weddings, and it has been hard to get new orders shipped on time.

* *

"Our business is keeping up at a good rate, and we have gone ahead of last year," was the salient comment of T. A. Neely, with Boggs & Buhl. "Cut glass and the finer grades of china specialties are selling well."

* *

"Jake" Hartman, with the American Art Glass Co., New York, was registered at the Ft Pitt during the past week.

* *

Harry Lewis, manager of the china and glass department of the Joseph Horne store, has completely rearranged the department, with the result that the display is the most attractive ever made by this concern. Mr. Lewis has original ideas, and this week held a Bungalow china and glass sale, confining the goods to those articles required for special summer use It was a decided suceess.

* *

Charles H. Lang, of the Cleveland office of Kinney & Levan, and in charge of the glass department, was a Pittsburgh visitor a few days ago.

* *

H. S. Kneeland, with Suttlerly & Co., Philadelphia, was at the Colonial with a line of new effects in brass.

* *

The display at the Ft Pitt of the Fulper Pottery Co., of Flemington, N. J., which was in charge of S. L. Parker, manager of the sales department, was a distinct novelty. A feature was the line of electric portables, the standards and domes being made in an art pottery effect.

* *

A host of new import samples were received at the Pittsburgh office of Bawo & Dotter during the past ten days, and Manager Frank Zoellig this week completed the rearrangement of the entire display. The cut glass departmet is being featured in the front part of the office, and the display of dinner ware and specialties has been greatly improved. Business is showing a decided increase.

* *

The Sterling Cut Glass Co., of Cincinnati, has completed four new lines of cuttings, and the first samples are being shown the trade at the sample rooms of Kinney & Levan in the Century Building. These cuttings are quite different from anything heretofore produced by this concern.

* *

Charles Ellis is at the Colonial Annex showing the china lines of the Geo. H. Bowman Co., Cleveland.

* *

Owing to a sprained ankle, caused by stepping from a trolley car into a hole in the street last Saturday, W. W. Lang was unable to be at his office in the Century Building during the early part of the week.

THE THREE O'S.

THE outing of the employees of Budde & Westerman on Saturday bids fair to be an exceptionally enjoyable affair. Bowling prizes are to be given, also handsome prizes for the baseball game, which will be for employees only (married men versus single). Prizes for running, jumping, sack races and three-legged races will be awarded. Those who desire to participate in the merriment may obtain particulars from H. Schumacher.

SPECIAL NOTICES.

The cost of advertisements under this heading is $1 for the first and fifty cents for each following insertion for each half inch of space (30 words). PAYABLE IN ADVANCE.

BUSINESS OPPORTUNITIES.

CUT GLASS LINE WANTED FOR NEW ENGLAND.—Must be A-1 and popular priced, with commissions paid promptly. Otherwise need not reply. Address X, Box 1753, Boston, Mass.

NEW FREIGHT SERVICE from East Liverpool, O.

Buyers of pottery should insist shipments—either bulk or packages—be routed over Erie, Youngstown and Ohio River railroad (the new railroad into the pottery centre) from East Liverpool. Traffic arrangements with all steam roads throughout the country, enabling advantageous routing and rating to any point in the United States, Canada or Mexico. For rates, apply to any agent or J. J. CHANDLER, Chief Tariff Bureau, Leetonia, Ohio.

Théodore Haviland

Limoges.

FRANCE.

Theodore Haviland & Co.

NEW YORK

Announce their removal to their new offices and salesrooms in

THE FIFTH AVENUE BUILDING

Fifth Avenue, Broadway and 23d Street

MADISON SQUARE

OFFICES :

301 302, 303, 304, 306, 308, 310, 312,
314 **316**, 318

CENTRAL GLASS WORKS,

Wheeling, W. Va.,

KNOWN AS THE "HOUSE OF QUALITY."

LEADING MANUFACTURERS OF

Hotel and Bar Glassware and Blown Tableware

NEW SHAPES AND DESIGNS FOR 1911 IN

Lead Blown Tumblers and Stemware.

DEEP PLATE ETCHED MONOGRAM AND CREST

Work for Hotels and Clubs a Specialty.

REAL QUALITY THAT YOU CAN SELL AT RIGHT PRICES.



530. Tall Champagne
Etched 10.
Drawn Stem. Scotch
Thistle Pattern.

BRANCH OFFICES:

New York, A. P. DOCTOR, 66 West Broadway.
Philadelphia, THOS. DOWNS, JR., 610 Denckla Building.
Baltimore, GREEN & THOMAS, 33 South Charles St.
San Francisco, HIMMELSTERN BROS., 718 Mission St
Pittsburg, ELKINS GLASS CO., 210 Fourth Ave.
Denver, BERSBACK, MALONEY & Co , 1517 Lawrence St.
Boston, L. A. FLETCHER, 157 Federal St.
Cincinnati, THOS. M. LEWIS, 437 Main St.
St. Paul, S. R. MCMASTERS, 632 Endicott Building.
Buffalo, L. E. AREND, 305 Mutual Life Building.

OIL STOVES AND LANTERNS IN ITALY.

THERE is a field in Milan for oil stoves, lanterns, and lamps, and for oils; in fact, a much better field than heretofore, since the Italian tariff duty on mineral, resinous, and tar oils was lowered on January 1, 1911, from 24 lire; that is, from $4.63 to $3.09 per 100 kilos (1 kilo—2.2046 pounds). This is an important reduction and should be taken advantage of by American manufacturers and oil shippers. The Milan market has hardly been touched by American exporters of these articles, and the lower duty on petroleum furnishes an opportunity to exploit American products in this line, writes Vice Consul James B. Young.

As for oil stoves, it should be remembered that Italy has practically no native coal and hardly any wood from which to draw its fuel, being a large importer of Cardiff coal, the price of which is high in this market at present. The other fuels here are coke, chiefly from the local gas company, briquets, wood, fagots, and a little lignite and peat. Cooking ranges burning oil are scarce here, as well as oil heaters, which have not reached the standard of quality which the American stove has. There is a large trade in this region in German coal stoves, which are sold as so-called American stoves, but which are much inferior to the American article

Since the strides made in Lombardy and all Italy in the development of electrical power, electricity has become the chief means of illumination, but this does not affect the market for lanterns, especially por table lanterns such as are used on railroads and on contractors' work and street excavations. For these there is an excellent field in Milan and all Lombardy, the lantern in use in Milan to-day being a crude and insufficient article—a small boxlike affair with a tendency to collect soot in excess. American lamp and lantern exporters would have to consider the Italian tariff duty, which is 18 lire ($3 47) per 100 kilos. By treaty with Austria-Hungary and Germany these countries enjoy a lower rate of 15 lire ($2.90) per 100 kilos, but no keen competition manifests itself here, the only obstacle being to overcome the local habit of using the present inferior article and substituting a better one in its place.

A larger supply of oil on the market will encourage a larger demand for oil-consuming utensils, while a larger supply of oil-consuming utensils will tend to stimulate the demand for oil. The proximity of Russia to the Milan market is not so significant as it would seem, on account of the comparatively small trade between the two countries. Still, chances are that if the United States does not teach Italy to use oil more, eventually Russia will. There has been recent Italian legislation contemplating the granting of bounties of 30 lire ($5 79) per linear meter (3.28 feet) of ground bored for oil to encourage the search for petroleum in Italy.

CROCKERY AND GLASS JOURNAL

NEW YORK, JUNE 15, 1911.

THE CONDITION OF BUSINESS.

New York. Up to the present time business has equalled, and with many houses surpassed, that of the corresponding period of last year. Orders have not been so large, but more numerous, indicating that buying here has been, figuratively speaking, from hand to mouth. There is a distinct feeling pervading the trade that the coming season's business will be good, and that brighter times are close at hand. In fact, preparations are being made for an active campaign. Stocks have been allowed to get so low that buyers must perforce place larger orders.

The domestic glass trade has felt a little spurt this week owing to the fact that the factories will shut down on the 1st of July.

Naturally there is very little being done by the importers at this season of the year, and most of the traveling men are now in New York or taking a vacation. Those returning from trips are speaking in most encouraging terms of the prospects for an exceptional fall business.

The New York representatives of the domestic potteries are doing as well as they can expect at this time.

Apropos of the outlook for better business, we quote the *New York Times*, which says in substance as follows: "The crop experts disagree only by how much the wheat crop will exceed the greatest on record. The cotton cipherers do not disagree even about that, there being a general understanding that a cotton crop larger than ever known is as sure as anything of that sort can be so early in the season. We do not know anything about the corn crop yet, for the wheat is heading before the corn is all planted, and some is even already cut. Never was there such a margin for the pessimists to whittle at. On the grains the quantities will recoup some reduction in price. Cotton quantities and prices are up together, and the shelves of the merchants are bare. In bulk never was there such ample provision for filling stomachs and freight cars. There will be all that either men or animals can eat, and at prices enabling them to eat it. Already the number of idle cars is lessening, and shortly every idle wheel will be turning. This is as true of spindles as of car wheels. Unless all of a sudden the world has stopped wearing cotton, the operatives must soon be as busy as the railways. Congress we have with us, but the Supreme Court has ground its excellent grist and will affright the timorous no more for a while. The Presidential election is another crop away. Let men get busy with their hands instead of their mouths, and then the country will see what it shall see. So far as prosperity is dependent on plenty, the road is clear, as far as any searchlight can throw its beam."

added to their already most varied lines. In casseroles alone they make upwards of eighty-five different sizes and patterns.

The change of location has been a good move for Max Herbert. He says that now he is on the ground floor many people drop in to place orders who otherwise would not have come to see him at all.

The "Wild Flower" design on cut glass produced by the Crescent Cut Glass Co., Newark, N. J, and shown in this city by O'Donnell & Dorner at 19 Park place, is one of the new decorations that is bound to make a hit. The spray of flowers with the bloom in dull finish and the foliage in bright polish form a pleasing contrast. One piece is unique in its originality—a bowl with alternating panels bearing mitre cuttings and the "Wild Flower" design. The result is both uncommon and attractive.

The Warren H. Dunn Co. are just now showing a most seasonable product, consisting of window boxes, fern boxes, and plant stands made of imitation oak or silver birch logs. The plant stand or fern vase is very good. Two forks of tree branches are so arranged as to support the fac-simile of a section of tree trunk hollowed out to receive the earth.

Four sizes in five patterns are included in the line of covered bonbons made by C. Dorflinger & Sons, Twenty different samples all told, in exquisite designs. etched, cut or engraved to suit any taste. Sweetmeats that have been exposed to the air, dust and flies are none too attractive. The Dorflinger people have conferred a boon on all candy-loving folk by making these covered bonbon dishes.

Fensterer & Ruhe carry a stock of many designs in their well-known Rona crystal glassware, and will give control to dealers in various towns of certain patterns. Monograms or encrusted gold decorations will be added to suit any customer. The ware is of excellent quality and can be retailed at a price that will leave a good margin.

The new samples of Haskins-Lucida illuminating glass shown by L. D. Hatton are finished so that they look exactly like alabaster. For high class work this glass is designed to become very popular. Already many of the best lamp manufacturers have adopted it.

One of the best selling fixtures produced by John Morgan & Sons is an electric shower with a kind of bell-shaped shade, decorated in red, green and amber glass on a white ground. The large rose from which the chains supporting the lights are pendant is of hammered brass of original design, with conventionalized leaves where the chains join. The whole appearance is rich, and for the price asked is good value.

Kniffen & Demorest are enjoying a good run of hotel business this season. They have supplied complete outfits to several new hotels, and others have been renovated and enlarged. They have also had quite a number of dining cars to equip as well as steamboats to fit out.

Just now blown glass table and soda tumblers, water and lemonade sets, and berry and ice cream sets have the call, and Cox & Lafferty have laid themselves out to fill the demand. They have a fine assortment of patterns and designs in these lines and can make quick delivery.

The floral cutting put on the market by the J. J. Niland Co., Meriden, Conn., is well carried out. The concern makes an excellent quality of cut glass, and owing to the conscientious supervision of Mr Niland himself buyers can be sure that the articles will be up to the sample.

Julius Palme is now selling his import samples of china and glassware at bargain prices in order to make room for his new goods. This is an excellent opportunity to get a lot of attractive specialties.

NATIONAL HOUSEHOLD SHOW.

AMONG the exhibitors at the National Household Show to be held at Madison Square Garden August 19-26 are the following firms interested in pottery, glass, lamps, and kindred products: L H Mace & Co, refrigerators and toys; Pioneer Cut Glass Co, Carbondale, Pa; Otto Thurnauer, specialties; Geo Borgfeldt & Co; Utopian Silver Deposit and Novelty Co; Aluminum Cooking Utensils Co; West End Pottery Co, East Liverpool; Reed Glass Specialty Co, "Economy" towel rod; Haviland & Abbot Co, Limoges china; McCoy Pottery Co., Roseville, O.

The show bids fair to be a great success. Places are filling up rapidly, and those requiring good locations should send in their applications as soon as possible.

The Hotel Imperial, Broadway and Thirty-second street, has been selected as official headquarters for the management, exhibitors and buyers during the week of the show.

George J. Koch, 149 West Twenty-eighth street,

has been awarded the contract for the erection of the booths. He did the work last year. Sketches, ideas and prices will be submitted on application

The CROCKERY AND GLASS JOURNAL will be glad to meet its friends at Booth No. 160, where it will establish an information bureau for buyers and exhibitors.

AT BOSTON.

WHY we call him "Pat" Hanley is because everyone else who knows him does so. Anyone who says "Mr Hanley" must be a stranger Pat is the most genial of good fellows, and is so well known all over New England that he enjoys the distinction of being the only glass man not having his name appear on the office door or building directory. His friendships have been accomplished in a comparatively short time, as he has only been in the field six years, during which he has handled cut glass, silverware and jewelry. The two latter are combined in the lines of the Poole Silver Co., Taunton, Mass., and Henry Lederer & Bro., Providence, R. I., respectively. The other day Pat secured the representation of the Westmoreland Specialty Co., glass manufacturers, Grapeville, Pa., and this will keep him busier than ever. Pat is exceedingly modest, and the JOURNAL man had to almost steal his photograph. As was said of a certain Congressman recently, Pat is married and lives with his family in Brookline. Energetic, clean-cut, and with a dominating personality, it is no wonder that Pat has created and maintained such a large New England following.



"PAT" HANLEY.

Buyers were George Fuller, Salem; F. G. Smith, with A. G. Pollard & Co., Lowell; Mr. Ellis, with Almy, Bigelow & Washburn, Beverly; S. S. Hartwell, Gloucester; Mr. Patten, of Chamberlain & Patten, Nashua, N. H.

"Joe" Pindar, with Chase & Francis, has planned an interesting automobile tour through New Hampshire and Maine as a part of his immediate vacation.

Harry A. Burdick, of C. H. Stanton & Co., crockery dealers, Westerly, R. I., was here on pleasure bent for several days. This house is about the only crockery store in the country that is open for business on Sunday with permission of the authorities. They are Seventh Day Adventists.

George A. Granville, representing A. H. Heisey & Co., made a trip through Southern Massachusetts last week, and this week intends visiting the Connecticut trade.

A new line of oil night lamps has been received by the Pittsburgh Lamp, Brass and Glass Co., which are now up to John W. Power, the "Oil King" to exploit about New England.

George E. West, of the Westmoreland Specialty Co., Grapeville, Pa , was a recent visitor here, consummating the deal with Pat Hanley.

E. F. Alkazin, of Old Orchard and Portland, Maine, was here buying popular priced china and novelties for his seashore resorts.

H. J. Smith, the dynamic representative of Cox & Lafferty, New York, was here the past week and booked a very encouraging amount of business.

A bunch of new samples from the Cambridge Glass Co. have been received by Harry B. Hollis, Boston representative.

What are proving to be decidedly popular and good sellers are the flower vases of the United States Glass Co., samples of which recently arrived.

Mr. Vogt, Jr., of Vogt & Dose, New York, was about town last week. He expects to sail soon for Limoges, France.

George Silvia, traveler for the Pairpoint Corporation, New Bedford, Mass., had a fine display of decorated shades and portables at Parker's last week. Mr. Silvia will shortly make a trip through the West.

Wells-Burrage Co. will remove to 338 Boylston street about July 15. They purchased the lease of a piano store, which found the spot too expensive. Evidently there is more profit in china than pianos.

John Jacklin, the recently-installed china and glass buyer for the Henry Siegel Co., whose career has practically been in the West, remarks that the most peculiar thing about the New England trade is the demand for 112 and 130 piece dinner sets. He says "Out West" one hundred pieces is the standard, and in many instances these sell for as large a price as a 130 piece set here. Mr Jacklin is attempting to educate this field to the use of "one hundred pieces," although admitting that it will take a lot of work to get them out of the rut of tradition.

AT CHICAGO.

THE most successful Western sales managers for Eastern houes are very slow to allow themselves a free expression of opinion upon the general trade outlook or conditions, apparently for fear that in the minds of their competitors they may be made to appear guilty of an enthusiasm unworthy of a hardheaded business man. This common attitude keeps many of them silent when a little wholesome talk within judicious limitations of frankness might have a stimulating effect on the growth of trade all along the line. This disposition restrains the Chicago correspondent from quoting a man who would undoubtedly be heard with general interest by his confreres and even his sharpest competitors in an estimate of the fall business in the West, which he places at a high aggregate in volume and value to manufacturers and jobbers alike.

Reasons were mentioned which show a close study of the situation throughout the year and a familiar knowledge of the effects produced by given causes. Crops cut a considerable figure in this estimate; but they do not control its conclusions wholly. Other industrial activities have their influence as well as commercial developments of the lines involved.

Swinging completely around the circle of the Middle Western sales zone, this earnest and thoughtful barterer of medium lines of china and glass says that he noticed good sturdy growths of the crops and conditions virtually assuring large production. He found that merchants at interior points had generally had a good year in the trade and were utilizing the proceeds in an unusually strong expansion of their lines, with local conditions seeming to warrant their anticipations of healthy growth of continued demand.

Basing his judgment upon the described "surface indications," this trained observer is moved to predict that general trade this fall will be as good as in the best years of recent history, and better in the crockery lines.

* *

It was surprising to note how many well-known china and glass jobbers and sales-managers were in the crowd that went to see the beauties of the immense new Northern Railway Passenger Station which was thrown open to traffic recently, and it was plain that they were taking a keen interest in the table equipment of the spacious restaurant and lunch rooms.

* *

Among visiting buyers lately registered at Chicago hotels were the following: J F Lederer, McPherson, Kas.; A Kleinheinz, Marshfield, Wis.; R Hampton, Glenwood, Mich.; P P Phillips, Ottumwa, Ia.; A W Cunningham, Sterling, Ill.; H Harrison, Ashland, Wis.; B K Durkee, Decatur, Mich.; D J Riekena, Wellsburg, Ia.; A L Abraham, Watson, Ill.; E S Rinehart, Kirksville, Mo.: J K Miller, Washington, Ia.; R Bremmer, Muscola, Wis.; J L Radcliffe, Pierceton, Ind.; J W Phillips, Hartford, Wash.; B Davidson, Sioux City, Ia.; A Younker, Des Moines, Ia.; A Anderson, Orion, Ill.; F Ricketts, Charleston, Ill.; F M Woodward, Little Rapids, Wis.; T Lyle, Meridian, Miss.; C P Baker, Battle Creek, Mich.; W A Grant, Harrisburg, Ill.; J J Keavin, Minot, N D.; H E Potter. Indianapolis, Ind.; J Williams, Galway, Ill.; J R Hurst, Albia, Ia.; C A Messerule, Gowrie, Ia.; J Blumenthal, Pueblo, Col.; A Killian, Norfolk, Neb.; A L Thalman, Kokomo, Ind.; J E Ruffing, Delphi, Ind.; S Schloss, Ligonier, Ind.; M J Coen, Missoula, Mont.; S Friedstein, Marrinette, Wis.; L Kraft, Gilman, Ill.; A Bucholz, Melvia, Ill.; R C Cosmer, Bedford, Ind.; S Livegood, Milledgeville, Ill ; F Elfers, Kelley's Island, O.; J Crowley, Ellsworth, Minn ; C Mosher, Gilman, Ill ; D Y Butcher, Colorado Springs; R Campbell, Newton, Ind ; H P Peterson, Newark, Ill.; O Anderson, Hartford, Ind,; J J Lawrence, Hickory Corners, Mich ; P Ruppe, Calumet, Mich.; A E Larsen, Minneapolis, Minn.; F R Zipf, Hopedale Ill.; J Quickenden, Columbus, Wis ; E Quickenden, St Paul, Minn.; C E Smith, Chalmers, Ind.; H J O'Hanlon, Chinook, Mont.; H W Fogo, Richland Centre, Wis.; R C Johnson, Holdredge, Neb.; R G Ogburn, Pine Village, Ind.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

TO	Shipments month end'g May 27, '11	Corresponding period 1910	Exports Jan. 1 to May 27, '11	Corresponding period 1910
Boston	724	476	3362	3189
New York	524	639	3597	3270
Baltimore.	953	896	5071	6336
Philadelphia. ...	513	709	2176	2471
New Orleans.....	58	165	379	687
Newport News..	....	....	26	55
San Francisco ..	89	....	119	
Portland (Me.).	16	...	545	992
Galveston	63	12	439	322
Portland (Or.)..	....		....	....
Inland Points ..	33	117	834	1056
Total	3003	3014	16548	18378

From the Freight and Shipping Circular of John Edwards & Co Liverpool.

TO	Shipments week end'g May 27, '11	Corresponding period 1910	Exports Jan 1 to May 27, '11	Corresponding period 1910
New York	141	135	3373	3153
Boston	124	152	3301	2942
Philadelphia.	69	137	2152	2329
Baltimore	10	145	5066	6538
San Francisco .	1		92	....
New Orleans.	15	134	328	445
Portland (Me.).	....	....	389	591
Galveston ..	....	4	439	287
Newport News...	....	....	26	55
Portland (Or.). ..	...	....	....	....
Inland Points	. ..	126	211	1075
Total..	360	833	15377	17415

THE GREAT HOUSE OF PORCELAINES G. D. A.

A TRAVELED man, whether interested in the china business or not, would enjoy a visit to the hotel ware showroom of Porcelaines G. D. A., 29 Barclay street, this city. There he can see samples of the china that he has used in his travels around the world. Each piece would recall incidents and happenings that occurred on his journeys. Whether in the tropical heat of India, the salubrious climate of the shores of the Mediterranean, or when accepting the hospitality of Mohammedans in Algeria, the service set before him will bear the same mark. In this country, too, from Maine to California, in railroad cars, on lake steamboats, in exclusive clubs, or at first class hotels, the famous name "Charles Field Haviland" will be discovered on the fine Limoges china upon which his meals are served; and even on the Atlantic Ocean those able to come to table will find the food served on "C. F. H." or "G. D. A." dishes.

The house of Porcelaines G. D. A. has not been built in a decade. It was founded in 1797—one hundred and fourteen years ago.

The efforts of this company have always been directed towards the perfection of its product, which is characterized by originality of designs combined with artistic and appropriate ideas carried out in excellent taste. The design on the ware supplied the Mohammedan Club of Algiers bears a sphinx under a palm, while that supplied the King of Italy for his summer palace has the royal crown. The Central Hotel, Limoges, *the* hotel of this great china centre, has the letters C. H. in green foliage, with dainty border in green and gold.

The design illustrated here is that made for the Hotel Schenley, Pittsburgh, which has recently been acquired by the Ritz-Carlton Co.

Many of the decorations on G. D. A. wares are in underglaze colors and become so assimilated with the glaze that they are inseparable.

Not alone in quality of body, shapes and designs does this firm excel, but in little improvements that tend to make their articles most practical. For instance, the lids of the teapots are so constructed that with a quarter turn they are safely locked and the pot may be tilted at any angle without the possibility of the lid falling off. They are not satisfied with the ordinary perforations to prevent the tea leaves from finding their way to the cup; so there is attached, inside the pot below the little openings, a kind of guard or dyke that keeps the tea leaves from coming in contact with the holes at all, so that they can neither filter through nor stop the flow of the fluid.



PART OF THE SERVICE SUPPLIED THE HOTEL SCHENLEY, PITTSBURGH, BY PORCELAINES G. D. A.

PICNIC OF THE THREE O'S.

THE outing of the employees of Budde & Westermann last Saturday at Staten Island was the most enjoyable they have yet had. The baseball game between married and single men was won by the former, score 17 to 15. In the hundred yard dash the first prize was secured by M. Baldinger, the second by Gus Fuerst. Time, 11 sec. Quarter mile was won by F. Helmas—G. Engel and G. Fuerst being respectively second and third. In the bowling contest Otto Klipfel secured first prize. The head pin trophy was won by Geo. Glock.

Among others present were A. J. Fondeville, H. Van Iderstine, Joseph Sheridan, Fred Kurhue, P. Theile and A. P. Doctor.

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

Published Every Thursday

BY

WHITTEMORE & JAQUES, Inc.,

92 West Broadway, New York.

EDITORIAL ROOMS, TEL. 5092 BARCLAY. MECHANICAL DEPT., TEL. 5086 BARCLAY.

SUBSCRIPTION RATES, INVARIABLY IN ADVANCE:

United States	$2.00
Canada	3.00
All other foreign countries in the postal union	4.50
Single copies	.10

In remitting subscriptions please send Postal Money Order.

Make all checks and drafts payable to Whittemore & Jaques, Inc. Out-of-town checks should bear the words "With New York Exchange"

Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, JUNE 15, 1911.

A WESTERN buyer wishes a list of manufacturers of crockery, glass, lamps, ornamental wares and kindred goods who have a display in Chicago in June or July. We shall be glad to forward all such addresses as may be sent us.

THINK IT OVER!

THE American manufacturer lives largely in the present. To wait three, four or five years and spend a lot of money meanwhile to establish a foreign market does not seem to appeal to him. It would be of great advantage, however, if he had an outlet in times of depression We are now emerging from a protracted dull spell, and there is every probability of good business for some years to come. But according to all precedents there will be another slack period in the course of time. If the matter of establishing an export trade were taken up now, by the time the business was really needed there would be an opening for the disposal of surplus stock. There are some manufacturers of pottery, glass and lamps who are already exporting considerable quantities of these articles, and are now reaping the reward of their foresight.

The business of establishing an export trade cannot be entered into lightly. There are many important details to be considered—the requirements of the people, matters pertaining to packing, custom house restrictions, etc. Export business can be made to pay if rightly worked up and the capital and patience necessary are employed.

PERSONAL.

NEARLY every salesman, when displaying his goods, has a lot of cigars handy. It seems part of the game to hand a good smoke to a buyer. It soothes his nerves and puts him more in a buying mood. As a matter of fact, if he is a smoker a good cigar is always more or less welcome But how about the non-smoker? James P. Gordon, of the Jones, McDuffee & Stratton staff, provides for him by laying in a stock of luscious red apples, or any other fruit in season. Candy, too, will be found in evidence Don't think for an instant that Mr. Gordon neglects the smokers. At the same time you may lay heavy odds that the cigars last much longer than the apples.

Warne S. Creveling, of the Guernsey Earthenware Co.'s staff, who is off the road for a month's rest, called on the editor last week and entertained him with several new yarns.

F. E. Bermas starts for Europe on the American liner "Noorddam," June 20, on a buying expedition for Cox & Lafferty.

F. J. Bang started on Tuesday for an extended trip through the New England States with the latest designs of hotel ware from the Maddock Pottery Co., Trenton, N. J.

A. C. Dorner has severed his connection with the McKee Glass Co. Thos. Jones, the New York representative, regrets exceedingly the loss of so able a salesman

H. Benedikt is back at his desk again after a trip recently taken to the West to visit his factories.

M. A. Clark, a large confectioner of Manila, P. I. was a welcome visitor to some of the glass men in the District, with whom he placed extensive orders. He left town on Saturday for Seattle, from whence he will embark on his return voyage.

B. J. Gerety, who has for several years been foreman of the Quaker City Cut Glass Co., has relinquished his position and will take two weeks' vacation before looking for another. Mr. Dunlap, who left the Quaker Cut Glass Co. some time ago to go to the

Laurel Cut Glass Co., Jermyn, Pa., will succeed Mr. Gerety.

J. J. Niland, cut glass manufacturer, Meriden, Conn., was browsing around the District last week.

Kelly & McAlinden, Perth Amboy, N. J., placed a number of orders for glassware, etc., in the District last week.

George G. Peck, Newburgh, N. Y., was in town the early part of the week selecting goods to fill up gaps in his stock, for business has been very good with him lately.

G. Thibedeau, buyer for the New Bedford Dry Goods Co., New Bedford, Mass., was in town the latter end of last week. The new department of crockery and glass he opened about three months ago has proved a great success.

W. L. Mirrielees, Chicago representative of Manning, Bowman & Co., Meriden, Conn., is in town for a few weeks. While here he will visit the factory and many of his old friends in the city. Business at Chicago is 'way ahead of last year, and prospects look very bright for a good increase during the coming season. Mr. Mirrielees is vice-president of the Salesmen's Association.

Bernard G. Twitchell, buyer for the R. A. McWhirr Co., Fall River, Mass., was a visitor last week. He expressed himself as being much pleased with the state of business.

The William F. Hayes Co., Mount Vernon, N. Y., has considerably increased its silver deposit plant, and is now occupying its new premises. Mr. Hayes says that business has grown so rapidly that it is almost impossible to keep up with the orders.

Jacob Hasslacher, president of the Roessler & Hasslacher Chemical Co., with his family, sailed recently on the Finland for Europe. where he expects to remain until September. The trip is intended for rest, recreation and pleasure.

Alfred B. Evans, representing Meakin & Ridgway in the Eastern part of the Middle West and the NewEngland States, returned to the city on Wednesday last week. He experienced excellent results for the efforts he expended and had more than an average trip. He says that a general good feeling exists throughout the territory he covers, and a great feeling of optimism is apparent throughout the trade for a record season. Norman C. Walker returned from his territory, which extends to Kansas City and New Orleans, on Friday last. He also did good business and says practically the same thing with regard to the future.

Wm. P. Graham, of Graham & Zenger, returned from his trip to Europe on Friday last.

Conditions in the Middle West, as found by R. T. Rodger, manager of the French and English china department of Bawo & Dotter, are very good. Mr. Rodger, who spent upwards of two months in that territory, says that everything indicates a great improvement in business. There is particularly an increasing demand for fine English china.

E. W. Schultz, of the Herman C. Kupper staff, is sending in good orders from the South, and so keeping up his reputation as a salesman of the first rank. He will return East in about ten days, and as he has been away since March 10 is entitled to a good vacation.

George Buscombe, of Vancouver, B. C., accompanied by Mrs. Buscombe, paid a visit to the District on Tuesday. He is in the city for a short stay while on a vacation jaunt.

Charles Vogt and E. Torlotting will occupy the same cabin on their trip across the Atlantic this month. They were fellow passengers last year. A. Gredelue will also sail on the same boat. Such a trio of congenial souls will make impossible a dull moment during the voyage.

H. Simon, Haverstraw, N. Y., was in the District this week making purchases

J. B. Stocking, Westfield, Mass., was here on Wednesday replenishing his depleted stock.

Joshua Poole will take a month's rest from his labors at the plant of the Knowles, Taylor & Knowles Co., East Liverpool, and will sail for Europe June 21.

W. K. Andrews, formerly buyer for Jonas Long's Sons, Scranton, Pa , is filling a similar position now for the Clelland-Simpson Dry Goods Co., Scranton, Pa.

Senor Nicolas Ferraez, of Merida, Yucatan, Mexico, is in this city for the first time, accompanied by his two daughters. They are all delighted with

New York, and the senoras are having the time of their lives. Senor Ferraez is a large wholesale jobber, and among other things handles quite a good pel fglassware.

Frank Miller, of 25 West Broadway, is the owner of a 50 foot motor boat from which he derives much pleasure. He is entered for a race on Saturday next under the auspices of New Rochelle Yacht Club which will be the biggest thing of its kind that has ever taken place on Long Island Sound, over thirty entries having been made.

IMPORTS AT NEW YORK.

Petaining to China, Crockery, Glass, etc., for week ending June 13, 1911.

ANTWERP

230	packages	glassware	B Gunthel
4	"	"	Koscherak Bros
5	"	"	A Berger & Co
84	"	"	Miscellaneous Orders
28	"	earthenware	L Straus & Sons
9	"	"	E R Thieler
2	"	"	Bawo & Dotter
25	"	"	C J Dierckx
6	"	"	L D Bloch & Co
21	"	"	G F Bassett & Co
3	"	"	Graham & Zenger
136	"	"	B Illfelder & Co
29	"	"	O Goetz
4	"	"	J Wygand & Co
47	"	"	Geo Borgfeldt & Co
16	"	"	Miscellaneous Orders
33	"	chinaware	Vogt & Dose
7	"	"	C J Dierckx & Co
5	"	"	Strobel & Wilken Co
7	"	"	Miscellaneous Orders
50	"	toys	Geo Borgfeldt & Co
207	"	"	A Steinhardt & Bro
6	"	"	F A O Schwartz
4	"	"	Bawo & Dotter
9	"	"	G W Travers
63	"	"	Strobel & Wilken Co
149	"	"	Miscellaneous Orders

HAMBURG

78	packages	glassware	Fenesterer & Rube
21	"	"	N Wapler
17	"	"	L Straus & Sons
141	"	"	Eimer & Amend
17	"	"	Koscherak Bros
87	"	"	Kmy-Scheerer Co
5	"	"	Knauth, Nachod & Kuhne
5	"	"	Strobel & Wilken Co
303	"	"	Miscellaneous Orders
6	"	chinaware	Strobel & Wilken Co
15	"	earthenware	Bawo & Dotter
10	"	"	J Wygand & Co
7	"	"	J Palme
5	"	"	L D Bloch & Co
3	"	"	Lazarus & Rosenfeld
102	"	"	Miscellaneous Orders
64	"	toys	B Illfelder
9	"	"	Samstag & Hilder Bros
12	"	"	C B R uss
8	"	"	Knauth, Nachod & Kuhne
147	"	"	Strobel & Wilken Co
141	"	"	Miscellaneous Orders

LIMOGES

91	packages	chinaware	Theodore Haviland & Co

LIVERPOOL

23	packages	earthenware	Bawo & Dotter
4	"	"	E Boote
2	"	"	George Hamilton
17	"	"	W S Pitcairn
13	"	"	F W Woolworth
8	"	"	R Slimmon & Co
12	"	"	Maddock & Miller
11	"	"	G F Bassett & Co
76	"	"	Miscellaneous Orders
7	"	toys	Strobel & Wilken Co

COPENHAGEN

38	packages	earthenware	Geo Borgfeldt & Co
9	"	"	Miscellaneous Orders
76	"	toys	Geo Borgfeldt & Co

TRIESTE

697	packages	glassware	A L Crawford
300	"	"	Miscellaneous Orders

BREMEN

150	packages	toys	Strobel & Wilken Co
12	"	chinaware	"

LONDON

50	packages	toys	Strobel & Wilken Co

ROTTERDAM

122	packages	earthenware	Geo Borgfeldt & Co
4	"	"	F Bing & Co
50	"	"	L Straus & Sons
58	"	"	Bawo & Dotter
31	"	"	Miscellaneous Orders
50	"	toys	B Illfelder & Co
31	"	"	R H Macy & Co
18	"	"	A Steinhardt & Bros
3	"	"	J Bing
64	"	"	Miscellaneous Orders

KOBE

318	packages	chinaware	A A Vantine & Co
820	"	"	Miscellaneous Orders

GLASGOW

9	packages	glassware	H A Rogers & Co

SOUTHAMPTON

24	packages	chinaware	J H Venon
56	"	"	H Creange
12	"	"	Bawo & Dotter
12	"	"	A G Moment
17	"	"	L Straus & Sons
5	"	"	Blakeman & Henderson
82	"	"	Miscellaneous Orders

IMPORTS AT PORT OF BOSTON

LIVERPOOL

84	packages	earthenware	Jones, McDuffee & Stratton Co
23	"	"	Mitchell Woodbury & Co
2	"	"	F W Woolworth
7	"	"	Meakin & Ridgway
8	"	"	Rowland & Marsellus Co
1	"	"	F L Roberts & Co
2	"	"	Jordan Marsh Co
3	"	"	E Butler
7	"	"	F W Miller & Co
8	"	"	E Boote
14	"	"	Miscellaneous Orders

GENOA

58	packages	earthenware	Miscellaneous Orders

NAPLES

10	packages	earthenware	American Express Co

ROTTERDAM

2	packages	earthenware	R F Downing & Co
49	"	"	Geo Borgfeldt & Co
10	"	"	Bawo & Dotter

CHINA AND JAPAN

190	packages	earthenware	Miscellaneous Orders



DECORATING CORONATION BEAKERS AT DOULTON'S, ENGLAND.

LIBRARY
OF THE
UNIVERSITY OF ILLINOIS

Among the Potteries
East and West

East Liverpool and Vicinity.

There will be a general meeting of the United States Potters' Association at Atlantic City this season, and it now looks as if July 6 would be selected as the date. A year ago a similar meeting was held there, and it is admitted by the manufacturers that it was a most profitable session. Notice to the active membership of the Association will be forwarded by the secretary as soon as the date is officially decided upon. The annual meeting of the Association will be held in Washington, D. C., next December. The date has not been selected by the executive committee, but it is likely Tuesday, December 12, will be named. The Hotel Willard has been mentioned as a likely meeting place, although the Hotel Raleigh has been selected for past conventions.

* *

The Colonial Pottery Co. announces that within a month it will show a complete new line of specialties for the premium trade as an added feature to all its other lines. There will be cake, fish, game, berry, watermelon, fruit and lemonade sets, orange and apple bowls in new shapes and treatments, and several new lines of children's sets. This will likely prove the largest premium line offered in the district. All treatments will be exclusive.

* *

Among the buyers in the district since last issue were Mr. Sutton, with Louis Traxler Co., and Charles Reilling, with Elder-Johnson Co., both from Dayton, O.; Mr. Banner, of the Banner China Co., San Antonio, Tex.

* *

The Trenle China Co is showing a new underglaze blue seven-piece berry set, with a light blue "decal" treatment in the centre, the "decal" filling the bowl of the berry dish and the individual dishes. All salesmen for this house will be at the home office during the first two weeks in July. The plant is running full.

* *

Twelve new decorations will be shown by the Smith-Phillips China Co. on their Princess dinner shape July 1, and on their St. Elmo shape there will be six new ones Two dozen or more treatments have been selected for the Empress toilet shape just placed on the market. New lines of samples have been prepared for the entire traveling force.

* *

Business conditions with the Knowles, Taylor & Knowles Co are quite satisfactory, according to officials of that company. As in all other potteries, the dullness of the summer season is prevailing, but even so orders are of a character that insures activity here for months to come. The new offices t t his plant, mention of which was made in this column recently, will be ready for occupancy within a few weeks.

* *

A three compartment grill-room lunch tray is a new specialty being shown by the Taylor, Smith & Taylor Co., and is made under a patent just issued in favor of this firm. It takes the place of five ordinary dishes. Stewards of a number of hotels who were shown the first ones to be made have ordered in liberal quantities. It can be had in either plain white or decorated. All salesmen are now home. W. G. Jackson, from the Western territory, is at Oberlin, O., and Cecil E. Taylor is at Uniontown. W. C. Lynch is at his home in Chester.

* *

Dinnerware business with the Edwin M. Knowles China Co. has been exceptionally good, and the best lines have been most popular with all high class buyers. The plant is busy in all departments.

* *

Col. Will A. Rhodes, the well-known pottery sales manager, has become associated with the Crockery, Glass and Lamp Credit Association of East Liverpool and will have charge of all outside work.

Terre Haute, Ind.

W. H. Glover, of Sebring, O., has signed contracts with the Board of Trade for the erection of a specialty pottery. A general line of ware will be

made later, it is said. The organization of the company is being completed in Sebring.

Zanesville, O.

The Nelson McCoy Sanitary and Stoneware Pottery Co. has added another kiln and will make a line of jardinieres in new treatments and glazes. The capacity of this plant has been increased about forty per cent during the last few months.

* *

The C. W. Stein Pottery Co., whose plant is now at White Cottage, will remove to Avondale, near here, erect a large plant and employ about one hundred people.

ON THE PACIFIC COAST.

REPORTS from leading retailers are all to the effect that the week's business has been an especially satisfactory one for this season of the year. Some dealers attribute their activity in sales to the demand for wedding presents, while others feel that the furnishing of country houses newly opened for the summer is stimulating the demands. The volume of trade arising from this latter cause has been particularly large, and in most instances still continues to be strongly felt. "Orders for country houses are the backbone of our trade just now," said one retailer.

The trade looks forward to a continued increase and advance in business. Every city on the Coast, with one exception, has made large gains in building over the preceding month, and this report is but one indication of the general upward movement which is making dealers in crockery and glassware, as in other lines, optimistic.

A new display of glassware in the center of Gump's store is handsomely shown on plate glass shelves, of which there are eight tiers mounted on square standards. The effect is very ornamental, and combined with an exhibit of Minton china immediately adjacent is most striking.

A. A. Otte, of the Pittsburgh Lamp, Brass and Glass Co., left during the week for a trip to Portland and the Northwestern territory.

The Anglo-American Importing Co., which was formerly located at Beale and Market streets, is now showing in its new quarters at 715 Mission street elaborate lines of English and American semi-porcelains, German and French china, cut glass, brasses, electric portables and shades and domestic glassware. The location is in the same business center as the local branches of George Borgfeldt & Co, Bavo & Dotter and The United States Glass Co.

An interesting visitor to San Francisco is Ad. Hebzel, Jr., of the firm of Bruder Hebzel, Dresden, Germany. This firm is the European representative of the Nathan-Dohrmann Co, of this city, and of several firms in other large American cities. Mr. Hebzel is paying a visit to these various firms, being on the tour which it is his custom to make every five years. He reports conditions in Germany among the glass and crockery factories excellent, especially those who manufacture for export, and says that these are slowly but steadily approaching the level of the banner export year of 1907. After his stay in San Francisco Mr. Hebzel will go to Los Angeles and then to Chicago.

"HOW TO TRAVEL IN THE UNITED STATES."

NEW YORK, June 12, 1911.

Editor CROCKERY AND GLASS JOURNAL.

Dear Sir: Your satirical comments upon "How to Travel in the United States" were right up to the mark, and it is to be hoped that the bright reporter of "Die Glashuette" will get a glimpse at them and feel as cheap as the experiences he seems to have had in this country.

The saddest part of it is that a number of foreign factories represented in this country have without doubt seen his pitiful advice, and will deem it correct. However, should the necessity arise there is no doubt but that their respective agents will be able to make them see things in a proper light. A cheap acting salesman or representative can only bring cheap customers and still cheaper business, to say nothing of the accompanying discredit.

Very truly yours,

E. TORLOTTING.

NEW YORK, June 14.

Editor CROCKERY AND GLASS JOURNAL.

Dear Sir: Replying to the special correspondent of "Die Glashuette," it certainly was an amusing report, from the standpoint of a traveling man who travels the United States. Fancy anyone belonging, say, to the Salesmen's Association putting up at a dollar a day hotel with a fine line of goods! I wonder how many buyers he would get to call and inspect his samples! For the special correspondent's guidance I may say he would have to pay anything from $2.50 to $6 per day for any kind of a decent room to show his wares, and if he got through the day with his restaurant bill under $2.50 he would think he was being let off lightly, not counting anything for the entertaining which is usually done during the day with customers.

As to surface cars being too expensive; it puts one in mind of a woman who lost a cent and bought two cents' worth of matches to find it.

The very suggestion of taking a buyer to a Childs restaurant for dinner would be a death blow to the account for ever.

To sum up the whole question, the man "got in wrong" at the beginning. He should have stopped on Broadway or Fifth avenue. He would thus have gotten the real rates. Yours truly,

A FOREIGN REPRESENTATIVE.

Around the Glass and Lamp Factories.

Pittsburgh and Vicinity.

The vastness of the premium business is not realized by many buyers of glass. Carload after carload of glass for premium purposes is being bought by dealers, who are using it to move other lines. Dry goods stores are now buyers of tumblers for premium purposes, while the soap manufacturers are using glass extensively. Not only are the pressed and blown lines being used, but the cut glass manufacturers have also found a new market opened to them. Eastern buyers of premium glass were at one time the heaviest, but the tide has turned to some extent, and the honor for quantity is now held by the Western buyers.

"Swat the fly!" is the slogan these days; but there will be no flies in the butter where the new Ripley glass flange butter jar is used. This item is now before buyers for the first time, and is a decided improvement over anything of the kind that has ever been offered the trade heretofore.

All glass decorating shops in the Pittsburgh district are working to capacity because of the opening of the parks and summer resorts. The Oriental Glass Co. is exceptionally busy, its souvenir lines having an extensive sale. A number of new specialties have been added this year, all of which have been popular. Exports are also far ahead of last year.

Confectionery manufacturers are now buying berry sets, water sets, sherbets and soda tumblers to be used for premium purposes, with the result that the glass manufacturers are booking big business from this class of trade. The berry sets and tumblers are either placed in the package of confectionery or delivered in an added package direct from the jobber or manufacturer of the candies.

"The publication in the JOURNAL that prices on blown ware would go up about ten per cent was no surprise to me," said a large buyer of this class of goods to the writer a few days ago. "I have been looking for just such a move, and I have protected my house for the balance of the year at least. There is no denying the fact that the manufacturers are justly entitled to a little more for their goods, in view of existing conditions, and while the market is down I consider it wise to buy."

A new cut star sugar and cream that will command a large sale because of its popular price is being shown for the first time by Kinney & Levan at their Pittsburgh office. The star is on a plain blank, and the cream is about three inches in height.

While hearings are being held from time to time by Referee Blair in the bankruptcy proceedings against the New Method Art Glass Co., the results may not be known for several weeks.

One manufacturer who maintained an exhibit at the Ft. Pitt Hotel last January is quoted as remarking: "I'm going to send the boys out on the road next time, instead of keeping them in a hotel for a month."

Trade in lamps this year is exceptionally good, and throughout the country the demand is far better than during the past two seasons. Jobbers are good buyers, while the hardware dealers have come into the market strong. In many towns in the West and South, hardware dealers sell more lamps than all other dealers in the same town put together, so salesmen report.

The Elkins Glass Co. is showing a number of new decorations on the "Krakno" line of shades. The designs are just a little different from anything heretofore shown in this market.

Fairmont, W. Va.

The Willetts Co., of Pittsburgh, have started the erection of a large clay pot works here, and the business will be moved from Pittsburgh. Construction is under the direction of Contractor J. C. Smith of New Brighton, Pa., who has built a number of glass and pottery plants. H. C. Tuttle, of Fair-

mont, will be general manager of the new plant. Machinery has been ordered, and part has been shipped from the factories.

Wheeling W. Va.

The following notice has been sent out by the Central Glass Works: "We call your attention to the annual shut down of all glass factories during the summer months. To insure prompt shipments would suggest that orders be placed at once, spectfying later shipping date. Factory closes July 1, but we continue to ship from stock through the shutdown. However, you will know that a manufacturer's stock is broken immediately after closing down."

NEARLY TEN MILES OF BEAKERS ORDERED BY KING GEORGE V.

THE house of Doulton was founded in 1818 by John Doulton and John Watts in Vauxhall Walk, Lambeth, where they made principally stoneware bottles. As early as 1832 the pottery was engaged in making souvenirs of important historic events, and many flat bottles were produced commemorative of King William IV, Lord Grey, John Russell, and Broughton. This was during the years the Reform Bill was being fought out. And since that time up to the present it has always been recognized by royalty as foremost in its line. The late King Edward nine years ago commanded it to make beakers for presentation to children on the occasion of his coronation. To-day these same beakers are sought by collectors and are worth as much as seven shillings and sixpence each.

The latest royal order is from the reigning sovereign, George V. It is for 100,000 beakers, which are to be presented to his Majesty's child guests at the great coronation fete to be held at the Crystal Palace June 30.

It takes about half a pound of carefully prepared clay, from which all impurities have first been removed, to make each beaker, or twenty-two tons of clay for the 100,000 pieces. Each beaker measures about six inches. If all of these were laid lengthwise and arranged in a circle to mark a course for the child guests to run their races, the circumference of the track would be nine miles and a third.

A full page illustration in another part of this issue shows the women and girls at the factory engaged in decorating the beakers with transfers from fine copper-plate engravings, unlike the ordinary cheap "lithos" used on a good deal of the coronation ware now on the market. In the advertisement on page 7 will be found a pyramid of the finished beakers so arranged as to display the whole scheme of decoration.

These coronation gifts are of fine ivory porcelain decorated with a special portrait of the King (in Admiral's uniform) and of Queen Mary, with their autographs beneath, the portraits being specially taken and the autographs specially written for the purpose. In addition the gifts bear their Majesties' monograms, together with the inscription: "Coronation of their Majesties King George V. and Queen Mary, June 22, 1911," and "Presented by their Majesties, Crystal Palace, June 30, 1911."

The royal couple have taken much interest in the preparation of these gifts, and chose the design themselves on account of its simplicity. They are "well potted" and are English throughout—made by English operatives, and decorated with English transfers, in English colors.

These beakers will be worthy mementoes of a historic event, and both as artistic specimens of pottery and as souvenirs will repay careful preservation. No duplicates can possibly be obtained; consequently their value will speedily appreciate.

The receipt of this royal order is only another instance of the important role played by the Doultons in all important historic happenings.

SPECIAL NOTICES.

The cost of advertisements under this heading is $1 for the first and fifty cents for each following insertion for each half inch of space (30 words). PAYABLE IN ADVANCE.

SITUATIONS WANTED.

SALESMAN Japanese goods, twelve years' road and city experience, wants to connect with good line. Address BRESLIN, 608 West 181st Street, New York City.

BUSINESS OPPORTUNITIES.

CUT GLASS LINE WANTED FOR NEW ENGLAND.—Must be A-1 and popular priced, with commissions paid promptly. Otherwise need not reply. Headquarters in Boston. Address X, Box 1753, Boston, Mass.

FOR SALE.

POTTERY MACHINERY FOR SALE—Full equipment, in good order. Business discontinued. Apply G. ROBITZEK & BRO., 205 Rider avenue, Bronx, New York City.

NEW FREIGHT SERVICE from East Liverpool, O.

Buyers of pottery should insist shipments—either bulk or packages—be routed over Erie, Youngstown and Ohio River railroad (the new railroad into the pottery centre) from East Liverpool. Traffic arrangements with all steam roads throughout the country, enabling advantageous routing and rating to any point in the United States, Canada or Mexico. For rates, apply to any agent or J. J. CHANDLER, Chief Tariff Bureau, Leetonia, Ohio.

Théodore Haviland

Limoges.

FRANCE.

Theodore Haviland & Co.

NEW YORK

Announce their removal to their new offices and salesrooms in

THE FIFTH AVENUE BUILDING

Fifth Avenue, Broadway and 23d Street

MADISON SQUARE

OFFICES :

301, 302, 303, 304, 306, 308, 310, 312
314 **316**, 318

THE MENACE OF THE FLY.

AFTER being tolerated for centuries the common house fly is now looked upon as a menace to human life. Indeed, the familar insect is officially regarded as of such a pestiferous nature that Dr. L. O. Howard, of the entomological division of the national Department of Agriculture, proposes that its name be changed to the "typhoid fly," as being more suggestive or descriptive of its dangerous character. The name "house fly," he says, would indicate that the little pest belongs to the house, when its natural habitat is the manure box or the garbage can.

It is only within recent years that the death-dealing propensities of the fly have been disclosed, although at first those who drew attention to the peril were laughed at for their fears But they were laughed at no more when observations made by government surgeons during the Spanish-American war revealed that while less than 300 Americans were killed in battle, nearly 5,000 died of typhoid largely due to the spreading of the bacteria by flies. The theory that typhoid fever was chiefly the result of drinking impure water was also controverted during the Boer War by a British surgeon who declared, after careful study, that a single case due to bad water would be converted into an epidemic by the so-called house fly. It is a matter of history that the remarkable low death rate from typhoid fever in the Japanese army was brought about by the enforcement of sanitary measures which deprived the flies of breeding places.

Dr. Hastings, writing on this subject in the "Canadian Home Journal," points out that a generation of flies is produced in a little more than a week, and it has been calculated that one wintered-over fly is capable of producing progeny numbering 14,067,792,000,000,000, roughly speaking. A female fly lays between 125 and 150 eggs at a time, and repeats the operation from six to twelve times in a summer. August and September are the favorite breeding months of the fly, untold trillions being born in these months in order to provide a sufficient number to survive the approaching cold weather and produce the flies for the next generation. The legs of the fly are covered with microscopic hairs, on which germs find lodgement. The habits of the insect do the rest. It is an unwearied prowler, and if any food is left unprotected flies will crawl over it, depositing bacteria by the thousand at every step. Apart from this mechanical method of spreading disease, the tiny fly specks have been found to contain hostile germs.

In view of such revelations concerning the deadly nature of the fly it can be readily understood how one member of a family may be stricken down by typhoid, while others escape, in a home where all the ordinary sanitary precautions are observed. That one person may have swallowed the only portion of food that had been infected by a fly, and naturally there has been mystery why there were not other victims in that home. Country and city alike are menaced by the fly, and every community owes a

THREE THINGS YOU CAN SELL

Anything that will aid in protecting the health of the family will create a demand.



BUTTER BOX.

Holds One Pound Block of Butter.

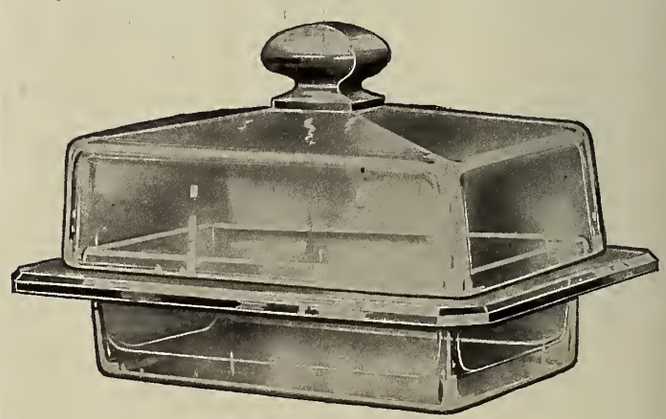


PATENT APPLIED FOR.

PURE FOOD CONTAINER.

SIX SIZES:

1 Pint.	1 Quart.	2 Quarts.
1 Gallon.	1½ Gallon	2 Gallons



FLANGE BUTTER.

Holds One Pound Block of Butter.

These three articles are for refrigerator and general household use. They are clean, hygienic, non-absorbent, air-tight and fly-proof. Write for prices.

RIPLEY & CO.,

House Building,

PITTSBURGH, PA.

The China known since 1840 as

Haviland China

Is stamped under each piece underglaze

Haviland
France

The Decorated China has an additional stamp on the glaze

Haviland & Co
Limoges

debt of gratitude to the promoters of the campaign having for its object the complete annihilation of the pest.

SALESMEN'S ASSOCIATION NOTES.

THERE is quite a little competition for the gold watch offered by President Wells for the greatest number of new members secured for the Association during this year. Some are holding back, not wishing to show their hands, but have quite a number of applications already, which will be reserved for the close of the contest. The president is doing all in his power to build up the membership during his tensure of office. He is relying upon all the members to help him, and with their co-operation there is no reason why the thousand mark should not be turned.

One of the members of the Association put a new one up to us the other day. He said that the by-laws state that any person between the ages of eighteen and forty-five is eligible for membership. He says that he has been approached by many lady buyers and saleslaadies asking if they may not join. He is in a quandary as to what to reply, particularly as the by-laws distinctly state "any person" between the prescribed ages may become members. The suggestion was made that he present an application at the next meeting with all requirements fulfilled, and watch the result.

It is the rank and file of any organization that can do the most towards its upbuilding. If each member would pledge himself to get one new member before the end of the year, what a showing it would make! There is not one who couldn't do this if he applied himself to the task. The insurance is the cheapest that can be obtained. Get busy, brother, and put your shoulder to the wheel!

Warne S. Creveling has his eye on that watch. Look out for him! He's a dark horse.

ELECTROPLATED CHINA.

DECORATING glassware with electroplated designs has been followed in Germany by a similar process applied to porcelain. Finely powdered graphite is added to a solution of alkaline silicate, in which the powder remains suspended, and a design traced with this on the porcelain forms a conductive coating, on which an electroplate deposit can be made in the usual way. Silver is usually employed, though nickel may be used. Platters, bowls, tea sets, coffee sets, tureens and other dishes of porcelain can be ornamented, and it is claimed that they wear better than either solid silver or plain porcelain.

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Consolidated Lamp & Glass Co., Coraopolis 5
Goodwin & Kintz Co., Winsted, Conn 31
Manhattan Brass Co 31
Miller, Edward, & Co 32
Plume & Atwood Mfg. Co 32
Pittsburgh Lamp, Brass and Glass Co 32
Turner & Seymour Mfg. Co 31

Cut Glass

Dorflinger, C., & Sons 2
Libbey Glass Co., Toledo, O. .....
St. Louis Crystal Glass Co 31

Domestic Pottery

Cartwright Bros, Co., East Liverpool 31
Mayer Pottery Co., Beaver Falls, Pa 29
Weller, S. A., Zanesville, O 2

Glassware

Bryce Bros. Co., Mt. Pleasant, Pa 29
Central Glass Works, Wheeling, W Va 6
Duncan & Miller Glass Co., Washington, Pa 4
Edge, Thos G 29
Garrett & Co., New Martinsville, W. Va 31
Imperial Glass Co., Bellaire, O 3
Murray, Jas. J., & Co., Philadelphia 29
Potomac Glass Co 29
Ripley & Co., Pittsburgh 26
United States Glass Co, Pittsburgh 2
Williamsburgh Flint Glass Co 31

Materials

Drakenfeld, B. F., & Co 30
Roessler & Hasslacher Chemical Co 30

Miscellaneous

Abels & Co., easels .....
Erie, Youngstown and Ohio River Railroad 24
National Household Show .....
Robert Rawsthorne Engraving Co., Pittsburgh 30
Time and Energy Co., Chicago .....
Zinn, Charles, & Co., baskets 29

CROCKERY AND GLASS JOURNAL

NEW YORK, JUNE 22, 1911.

THE CONDITION OF BUSINESS.

New York.

Business is normal for the time of year. No one is particularly complaining. On the contrary, a few houses claim an increase over last year's trading at this season. The general feeling throughout the District is one of optimism. Orders for goods in large quantities must eventually be given, the merchants argue, to restore the depleted stocks of dealers. Empty shelves must be filled and new lines put in. It is merely a question of time, and they are awaiting the revival of activity in cheerful confidence.

The pressed glass trade is still holding up. Those firms requiring early delivery before the close-down are sending in their orders. This naturally gives the business a little fillip.

The retail demand is the barometer by which can be best forecast what will be the future condition of trade with the manufacturers and their agents, and from the reports received from many of these establishments this week the manufacturers should feel encouraged. The sales in the stores have far exceeded that of last week, and if the activity keeps up the orders to fill depleted stocks must be forthcoming very shortly.

The purchases by visiting buyers, though not large, are of a character that tends to keep up the confidence existing that as soon as the buying season starts orders will come for good quantities.

Domestic potters' representatives are receiving mail orders of fair proportions, indicating that their customers are selling goods and feel the necessity of keeping up stocks.

A cut glass representative said that there were good orders to be obtained if the proper amount of energy were expended in going after them. He had adopted an active canvassing campaign and had been well repaid for his labor.

East Liverpool and Vicinity.

The summer lull in the pottery business is now being felt by the majority of the manufacturers in the Western district. A few plants are being operated to capacity, and will continue so throughout the year. Many salesmen are at the factories arranging their new lines so as to be ready to start out early in July

Trenton.

While the local manufacturers are not complaining about the condition of business, the fact remains that there could be an improvement in nearly every plant. Orders for staple lines continue to drift in almost

daily, however, while occasionally demands are received for decorated lines which are quite out of the ordinary. As a whole conditions are satisfactory for this time of the year.

Pittsburgh and Vicinity.

There is a decided improvement in the glass business, so far as manufacturing is concerned, and it is generally believed that the dull period has passed and that the future will be one of great activity. Blown ware, of course, is the leader just now, but the increase in orders for pressed ware shows renewed activity. Light cut ware is exceptionally strong. The demand for heavy cut glass is rather slow, when compared with the movement of the other lines. Lamps are moving very well.

SALESMEN'S ASSOCIATION NOTES.

APPLICATIONS for membership in the Salesmen's Association are increasing. It is evident that many are working to secure the watch. Those who have an eye on this trophy should get busy. When R. E. L. Wells, president of the association, returns from his vacation at Atlantic City he will make arrangements for calling the semi-annual meeting, at which he will doubtless have some very interesting things to discuss.

* *

In advising applicants for membership to the Salesman's Association of their election a letter is sent which reads in part as follows:

"We are banded together for mutual interests and protection. To safeguard those interests we must widen the influence of the organization through increased membership We ought to easily have 1,000 members before January 1, 1912. To-day's membership is nearly 900—the finest body of business men representing any branch of mercantile industry in America."

Now, you newly-elected ones, put your shoulders to the wheel and push !

* *

A. C. Hirsch, manager of the silver-deposit department in New York for the Fostoria Glass Co., is a candidate for membership in the Association. Good for you, Mr. Hirsch ! Now get in one of your friends

* *

June 20

Editor CROCKERY AND GLASS JOURNAL.

Dear Sir: Noticing in your issue of June 15 that one of the members of the Salesmen's Association suggests that ladies be admitted to membership, I would say, although I am not posted on the by-laws, that ladies are welcome to anything I have; consequently any privilege that I enjoy to their exclusion makes me miserable

Let the executive committee call a special meeting to consider this plan and throw it open to all members.

My suggestion is that we let them in on condition that they form themselves into a committee to visit the sick. The only objection that I see to this plan is that employers may get "leery" when they discover that half the members of the Association are laid up or report too sick to work. There are many members of the association that would like the plan.

Yours truly,

A LOVER OF THE LADIES.

* *

NEW YORK, June 21.

Editor CROCLERY AND GLASS JOURNAL.

Dear Sir: The article in your issue of June 15 among "Salesmen's Association Notes," regarding the matter of having women buyers or saleswomen as members, seems to me worthy of consideration; especially in this day of votes for women, equal pay and other progressive ideas.

In many of the large department stores, as you doubtless know, they have for the benefit of all concerned mutual aid associations which in the case of sickness or even death members are protected

It does seem to me, therefore, that these women buyers or assistant buyers and saleswomen should be entitled to the benefits we are now giving to the men in our trade I would suggest that the officers consider this matter with the seriousness it demands.

AN OLD MEMBER.

LET US HELP YOU!

WHETHER it is that managers of china and glass departments do not realize the opportunity for making most attractive advertisements of their goods, or that they (or maybe the advertising manager) do not trouble to give it thought, the fact remains that no china or glass newspaper advertisements in the daily press do the ware justice.

Nor is this failing alone with the retail merchant. A great many wholesalers are equally indifferent to their opportunity. This need not be so. There is no line of goods that more readily lend themselves to artistic arrangement for the purpose of illustration. True, it cost more to have the cuts made; but does it not pay to show the goods as they really appear than a distorted picture of them ?

The CROCKERY AND GLASS JOURNAL has given this matter much thought, and with the aid of the most efficient artists, photographers and advertising experts engaged especially for this purpose is prepared to draw up copy for its advertisers and give the benefit of its experience to those who wish to avail themselves of it. Advertising space properly used brings good results. Constant change of copy is necessary. If our advertisers have not the time or inclination to do this, they have but to ask us to write new copy and we will do it

Let us write your message each week to the trade. We will work with you, take your different samples, illustrate them if you desire, and write "snappy" ads to fit the occasion. Letting your copy remain the same each week is like using the same talk each time you approach a buyer. If you have no time to change it, give us instructions and we will.

The New York Crockery and Glass District.

Cox & Lafferty have just made arrangements with T. B. Clark & Co., Honesdale, Pa., to handle their line of cut glass. The samples are medium-priced goods which the firm say they will sell at lower figures than have ever been submitted to the New York market. There is an absolutely new rock crystal line, the cuttings of which are excellent. Among the designs are the carnation, rose, wistaria, and a unique decoration that has the strawberry plant for its motif.

The Pittsburgh Lamp, Brass and Glass Co. have sent samples this week to the New York office of their new illuminating glass "Translux." This glass is destined to be very popular on account of its great reflective qualities.

S. Sipser, the New York representative of the Crown Novelty Co., Chicago, has just returned from a trip to that city, where he made arrangements to carry a stock of the ornamental lamps, plateaux and mirrors produced by this concern. As soon as the goods arrive Mr. Sipser will be able to make immediate deliveries in the city.

Although Hammond & Benford have dissolved partnership, they will still separetely handle the Emil Kupfer cut glass line. Hammond will in future represent the concern at the New York office and also care for Philadelphia and Boston, while Benford will represent them on the road, taking in the South and Middle West.

Two patterns in pressed glass that the Duncan & Miller Glass Co. have recently brought out should claim the attention of all buyers. One is a footed celery tray, which may be used also as a candy display dish by confectioners, and has found favor for this purpose already. The other, of the same colonial design, was primarly intended for a spoon tray, but is now being used as well at ice cream parlors to serve what is known as banana-split. As a relish dish it is unique, and it makes also a good bonbon dish. Paul Joseph, 64 Park place, has them on display.

Samples of the new line of imitation riveted copper and brass vessels made in earthenware by the Lessell Art Ware Co., of Parkersburg, W. Va., are expected shortly by the Warren H. Dunn Co.

S. A. Weller is showing at the local display rooms a very comprehensive line of fern dishes. The designs are most varied, including Egyptian, floral, conventional, square, round, oval and hexagon. Window boxes are made in many styles; also hanging baskets. A particularly attractive decoration on the famous Louwelsa ware is one of pansies most artistically worked out.

I. Silverberg, formerly with H. Benedikt, has taken an office of his own at 76 Park place where he will handle the line of decorated glassware made by the Elite Glass Works, Bellaire, O., together with the Mitchell, Woodbury Co.'s line of imported china. The glassware consists of specialties in white, gold and ruby decorated lemonade, table and berry sets.

E. R. Thieler has just received new samples of an excellent article that will be found most useful for prizes at card parties. It is a beaker, with body color of buff and border and lines of green, while around the top are hearts, diamonds, clubs and spades. On the front is a design consisting of the card spots grouped together. It is absolutely new, only having been received this week, and the price at which it is quoted should enable it to find a ready market.

In an article printed elsewhere in this issue on the proper lighting of glass and china displays, it is said that illuminating glass may be obtained that reflects the light so that colors and tints may be easily distinguished. Such glass was first made by the Macbeth-Evans Co., of Pittsburgh, and is known as "Alba"

glass; the next to bring out a similar product was the Jefferson Glass Co., Follansbee, W. Va ; then came the Haskins Glass Co., of Wheeling, with the "Haskins-Lucida," and the latest to enter this class is the Pittsburgh Lamp, Brass and Glass Co. with the "Translux." Samples of the products of all these concerns are on view at their respective offices in this city.

Ed. S. Hammond finds it necessary to increase his showroom capacity and is having alterations made with that end in view.

AT BOSTON.

THE subject of this week's sketch, John W. Power, has had both buying and road experience, and in this dual service has obtained an education that serves him well in the present good work that he is doing. Some few years ago he was buyer for the lamp department of the Jordan-Marsh Co., which required, in addition to his regular duties, trips to the important trade centers of this country and Europe. His association with the Jordan-Marsh Co. covered a period of fifteen years. Mr. Power's initial start in the wholesale field was with George W. Beals, the well-known lighting fixture man, where he remained two years. Since then he has been in his own boat. His work is divided, as he is on the sales staff of the Pittsburgh Lamp, Brass and Glass Co., exploiting their line of oil lamps, and also maintains a display room where the line of the Buffalo Cut Glass Co. is shown. In both Mr. Power is very successful. For recreation, give "Jack" about half a mile square of deep salt water and let him swim. He spends his summer days at Squantum, where he has a fine bungalow close to the water's edge.



JOHN W. POWER.

"Suggestive Items for the Home" is the title of a dainty brochure and memorandum booklet just issued by Jones, McDuffee & Stratton Co. It contains a list of glass and china for different purposes, with eight pages left blank for memoranda.

Carl J. Robinson has been appointed manager of the glass department of the Jordan-Marsh Co., succeeding Miss Bean. Mr. Robinson has had most excellent tuition, having spent several years' service under the old masters, Eddie Hamblin, formerly with R. H. White Co , and J. J. Curry, buyer for Houghton & Dutton, and he should have a fine career in his new spot.

John J. Curry, china buyer for Houghton & Dutton, leaves early in July for his annual visit to the various domestic pottery centres.

Complete samples of the Westmoreland Specialty Co.'s line have been received by "Pat" Hanley, their New England representative.

Chas. Woodbury, of the Mitchell, Woodbury Co., has returned from his European journey. Miss Helen Eastman, head bookkeeper, sailed Saturday for "Down East," where she will spend her vacation.

Charles Hartford, of Jefferson glass fame, writes that he is hatching chickens galore on his 100-acre farm at Newport, N. H. He will remain there till July, when he will begin his road travels.

M. A. Lovell, with the United States Glass Co., has returned from a visit to the New England trade.

S. M. Averill, lamp buyer for the Jordan-Marsh Co., sailed this week for Europe. He will be away about two months.

J. J. Dunn, handling the electric line of the Pittsburgh Lamp, Brass and Glass Co , has departed for an extensive trip through northern Maine.

Following their annual custom, quite a bunch of the china and glass fraternity attended the Country Club races held on the 17th at Brookline.

W. M. Pingree, of the Tajimi Co., left this week for Bar Harbor, Maine, on a sort of a combined business and pleasure trip.

Wm. Swain, with Geo. W. Beals, the Goodwin & Kintz representative, has returned from a trade visit through the western part of the State, during which he booked a good business.

Harry B. Hollis has secured the silver deposit ware line of W. J. Kittel, Newark, N. J., and has already received a number of excellent-looking samples.

The china department of Bigelow, Kennard & Co., under the management of J. H. Cecil Watson, is growing rapidly It has been a little over a year since this department was added, during which time various lines have been added till now they have a

strong showing. This increase will be a surprise to some of the local concerns who found china unprofitable.

Among the buyers here were A. S. Burbank, Plymouth; K. Tsuboyama, York Beach, Maine; A. St. Louis, with the James Edgar Co , Brockton; Herbert Mansur, Richmond, Maine; Mr. McBeth, with E. S. Brown & Co., Fall River; Ralph Pratt, Salisbury Beach.

AT PITTSBURGH.

WHEN the "Foozle" came to Pittsburgh, every one interested in golf soon learned about it, for Frank Zoellig and Ben Pritchard, with the Pittsburgh office of Bawo & Dotter, saw to it that the original golf mascot got to work. It took like hot cakes when shown here, and sales were far above expectations. When W. C. Fownes, the amateur golf champion of the United States, was presented with one he wrote the Pittsburgh office as follows: "I duly received your mascot 'Foozle' and am very much obliged to you. It is well done, very appropriate, and everyone interested in golf should possess one."

Retail business here is improving very nicely. At the Boggs & Buhl stores it is reported that every month so far this year has gone ahead of the same month in 1910.

Dinnerware is having a remarkable sale with W. S. Megahan, manager of the china and glass department of the Pickering store. Duplicate orders have been very numerous during the past few weeks.

Mr. Graham, representing the Benedick Mfg. Co., Syracuse, N. Y., was at the Henry showing the fall lines of brass goods.

Over 200 lamps, portables and electroliers were displayed by A. G. Whitford, of the Bradley & Hubbard sales forces, when he opened at the Hotel Anderson last week. A neat display of brass goods and novelties was also maintained.

Albert Jahn, of Herring & Jahn, Philadelphia, was at the Colonial-Annex.

B. C. Miller, of the William Koch Importing Co., Baltimore, Md., has booked a reservation at the Colonial, and is due in Pittsburgh soon after July 4.

A new department store will be opened on the Northside on or about August 1 by B. White, who now operates a large department store at Sandusky and Ohio streets. The china and glass department will be in charge of Mr. Mosher, formerly with Skelly's, of McKeesport, and Mr. Ploeger, who was formerly manager at Skelly's, will take his former berth as manager of the china, glass and housefurnishings. The White store plans to maintain complete departments.

Harry Lewis, manager of the china and glass department of the Horne stores, has returned to his desk after a brief New York buying trip. "We see a gradual improvement in business," said he, "and dinnerware is moving well. Cut and etched glass is also in good demand."

"Country trade has started to come in faster than we anticipated," said W. W. Lang, manager of the Pittsburgh branch of Kinney & Levan. "We are getting in new things in stock lines, and the fancy goods have started to move more freely than we expected." The lighting lines displayed here have been nearly doubled during the past week, some very attractive showers being displayed.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

TO	Shipments week end'g June 3, '11	Corresponding period 1910	Exports Jan. 1 to June 3, '11	Corresponding period 1910
Boston.....	306	204	3668	3513
New York	72	136	3669	3451
Baltimore.....	346	27	5417	6508
Philadelphia...	98	45	2274	2873
New Orleans.....	16	19	395	785
Newport News..	....	....	26	55
San Francisco ..	4	....	123	...
Portland (Me.).	....	30	545	1022
Galveston	....	225	439	551
Portland (Or.)..	....	....	....	....
Inland Points...	24	74	858	1256
Total	866	760	17414	20014

From the Freight and Shipping Circular of John Edwards & Co Liverpool.

TO	Shipments week end'g June 3, '11	Corresponding period 1910	Exports Jan 1 to June 3, '11	Corresponding period 1910
New York	72	136	3445	3289
Boston	306	204	3607	3146
Philadelphia.	98	45	2250	2374
Baltimore	346	27	5412	6565
San Francisco .	4		96	....
New Orleans. ..	16	19	344	464
Portland (Me.)..	....	....	389	591
Galveston ...	....	725	439	1012
Newport News...	....	....	26	55
Portland (Or.). ..	...	30	....	30
Inland Points	24	....	235	1075
Total..	866	1186	16243	18601

GET YOUR SHARE OF THE GIFT BUSINESS.

HOW often does a retail salesman of cut glass hear one of his customers say: "This is for a wedding present; now I am going to get a piece of silver." The silversmith and jeweler hear the same tale, only reversed. While both items will always be popular for gift-making, a combination of both has been invented that is destined to become more so. Silver-deposit ware makes the ideal wedding or holiday present. When a customer says she wants one piece of cut glass and one of silver, sell her both, and then show her a line of this very enticing ware.



SILVER-DEPOSIT WARE BY THE UTOPIAN SILVER-DEPOSIT AND NOVELTY CO.

There is more money in presents than in staple goods. Get the name of carrying the most attractive line of such things. No greater variety of articles can be made than is to be found in silver-deposit china and glassware. Useful items for the breakfast, lunch and dinner tables, specialties for dainty afternoon teas, useful and decorative articles for the boudoir—all are here. Men are not neglected. Wine and liquor sets in great variety of design, beer jugs and glasses, the same for claret, water or lemonade, are in profusion.

A very suitable application of this decoration is made to loving cups for golf trophies, yacht races, bridge prizes, or presentations. The unique design illustrated above is made by the Utopian Silver Deposit and Novelty Co., 54 West Twenty-second street, this city, who also produce the accompanying flower vase made of fine Limoges china. This may be obtained in either pink, blue or cream tints, to match the color scheme of the table decorations.

On the opposite page are shown two items from the Fostoria Glass Co., Moundsville, W. Va.—a sandwich plate greatly in demand by ladies who serve dainty little lunches, and an article adapted to the use of those of the sterner sex who may enjoy a high-ball more when the whiskey is poured from an artistic decanter.

The Utopian Silver Deposit and Novelty Co. started a year ago last February, and its product met with instant success. Each month has exceeded its predecessor in volume of business. In fact, so great has been the demand that they have had to increase the capacity of the plant several times. C. Allen, the manager of the company, who is responsible for the new designs, has just completed a most comprehensive illustrated catalogue of the beautiful articles, which he will send to anyone asking for it.

The Fostoria Glass Co., who have a display of this ware in their New York showrooms, No. 350 Broadway, are also in their second year of manufacturing these popular goods, and have been very successful. Each month brings additional business that taxes the ingenuity of the management to turn out the

goods on time. Yet promptness of delivery is their characteristic. New and original designs are being brought out constantly, illustrations of which will be forwarded on request.

FELL FOR IT.

"IT'S pretty hard to faze the average commercial traveler," said one of them last week; "but I saw several get it good and hard up at Hartford. A number of the 'boys' were standing about the desk of the hotel when a New York drummer who was well known to the clerk entered. He wore a pair of new gloves, and he started to pull them off with an air of importance as he looked the clerk straight in the eyes and said, 'Good evening!'

"Good evening, sir,!" replied the clerk, aware that something was up.

"Have you a good room?"

"Yes, sir."

"You are sure it is a good one? I find in traveling about that many of the best rooms in the hotels are preempted in these days by low pedlers. Some call them commercial travelers and some drummers. But they make it very hard for a gentleman to travel decently nowadays."

One of the bystanders stepped forward.

"Say, look here," he said, "I have heard what you said, and I want you to know that I am a commercial traveler or drummer or pedler, as you call it, and——"

The other cut him short. "Sir," he said, "pray remember that I was addressing the room clerk, and not you," and he took his key and marched off.

"Well, what do you think of that?" demanded the drummer. "I suppose that cuss never did a day's work in his life. I guess he got his money from a rich daddy."

"Rich daddy, your granny!" said the clerk; "you'll see him go out of here to-morrow with a big package of dry goods under his arm."

"Say, do you mean to tell me that fellow was stringing me?" demanded the affronted one. "Well, that's the cleverest thing anybody has ever put over on me."

Then he waited until the man with the new gloves came downstairs again, and carried him off to the bar."



SILVER-DEPOSIT WARE BY THE FOSTORIA GLASS CO.

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

Published Every Thursday

BY

WHITTEMORE & JAQUES, Inc.,

92 West Broadway, New York.

EDITORIAL ROOMS, TEL. 5092 BARCLAY. MECHANICAL DEPT., TEL. 5086 BARCLAY.

SUBSCRIPTION RATES, INVARIABLY IN ADVANCE:

United States	$2.00
Canada	3.00
All other foreign countries in the postal union	4.50
Single copies	.10

In remitting subscriptions please send Postal Money Order.

Make all checks and drafts payable to Whittemore & Jaques, Inc. Out-of-town checks should bear the words "With New York Exchange"

Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, JUNE 22, 1911.

WE received many replies to our request last week for names of firms having exhibits of china, glass and lamps at Chicago during June or July, and were glad to thus be the means of bringing manufacturers and buyers together. Now comes another opportunity: A certain buyer wishes to secure a lot of very cheap 100-piece dinner sets. The initial order will be for 250 sets, followed by further orders to make up a thousand. He is desirous of obtaining these at about $4 a set. If any of our potters care to touch this and will write us immediately we will put them in communication with the prospective buyer.

PROPER LIGHTING ON CHINA AND GLASS.

DISPLAYING china and glass so that it will show to its greatest advantage is a matter that should receive the most careful attention of department managers. Artistic taste is an absolute essential. An eye for harmony of colors is necessary, while the ability to make a symemtrical arrangement is a desirable quality. To make an attractive showing will arrest the attention of shoppers and often be the means of effecting a sale, while the same goods might go unnoticed but for the ingenuity of the display artist.

In stores where artificial light is used, great care should be taken to secure the proper illumination. It is important to place the lights in such a position that the fine points of the ware may be well brought out. And particularly should the kind of shade or reflector used be carefully considered. Many new kinds of illuminating glass have been recently invented that have great power of diffusing light rays. The advantage of some of these is that the colors may be distinguished as easily as in the sunlight, and with as much accuracy.

In placing their goods before the wholesale crockery and glass buyers, representatives of factories and importing houses always attempt to secure the best light possible for their samples. Different methods are used for glass than china, but always with the one idea in view—to show the goods to the best possible advantage. Retailers should be even more particular than the wholesalers to gain every possible advantage at their disposal to attract the eye of the desired purchaser.

PERSONAL.

THE result of the motor boat race held under the auspices of the New Rochelle Yacht Club last Saturday was gratifying to Frank M Miller. Although his saucy "Gypsie" came in sixth out of the thirty starters he still was the recipient of a cup. This, by the way, was not presented by the club authorities, but by Mrs. Miller, who, feeling thoroughly convinced that the "Gypsie" would not win a prize, prepared for her husband a cup that for utilitarian purposes could not be beaten by the most costly trophy hung up for competition. From an economic standpoint it was the best value that could be obtained for money. She allowed herself one extravagance, however, and decorated it with beautiful ribbons, and the winner of the one-cent tin cup had more fun than though he had come in first.

J. Burdett, buyer for Macy's, is enjoying a short vacation in the Adirondack Mountains. He will remain away a week or ten days. J. Tunnel, assistant buyer, is in charge during his absence.

Henry Saul, Western representative of Hollweg & Reese, Indianapolis, is spending his vacation at his home in Brooklyn.

A. H. Heisey, glass manufacturer, Newark, O., has been elected president of the Newark Trust Co.

H. E. Warncke, manager of the private sales department of Higgins & Seiter, has just returned from a ten months' trip, during which he covered the whole of the United States. His efforts were crowned with gigantic success. He never experienced so profitable

a trip in his life, and speaks most encouragingly of the prospects of the coming year. He will remain in New York for two months and enjoy a well-earned rest.

⚜

M. J. Donoghue, formerly buyer of crockery, glass and housefurnishings for Lord & Gage, Reading, Pa., is now filling a similar position for Jonas Long's Sons, Scranton, Pa.

⚜

Louis Reizenstein, of Pittsburgh, called on a number of his friends in the District on Friday last and cheered them up in his usual substantial manner.

⚜

Guy Hawthorne, buyer for Wanamaker's New York store, started for a three weeks' vacation on Monday last.

⚜

A postal card from A. L. Brunn, agent for the Pittsburgh Lamp, Brass and Glass Co., dated Corpus Christi, Tex., says: "Crops look fine—best for several years. There will be plenty of money down here a little later."

⚜

R. E. L. Wells, with L. Straus & Sons, left on Saturday for Atlantic City to take a rest for a week or ten days.

⚜

F. Vorenberg, of F. Vorenberg & Co., Boston, was in the city on Friday last, purchasing cut glass and other lines.

⚜

L. B. King, Detroit, Mich., made a number of purchases in the District last week.

⚜

G. C. Gillen, with W. G. Brown Mfg. Co., Kingston, N. Y., who passed through New York last week on his return home from an extended trip through the West, reports that the prospects in that section are extremely bright.

⚜

S. B. Carson, Morristown, N. J., was among the purchasers in the District last week.

⚜

A representative of White Bros., Watonah, N. Y., was in the city selecting goods to fill up their depleted stock.

⚜

Miss Renton, buyer for McCreery's, is away in Massachusetts enjoying a well-earned three weeks' vacation.

⚜

J. Benedict Cooper, with the Dulin & Martin Co., Washington, D. C., made a visit this week to his old employers, Haviland & Abbot. He is spending his vacation in the city, and took the first opportunity of paying his respects to his old concern. Mr. Cooper expressed great admiration for the new arrangement of the showrooms.

⚜

Geo. E. Meissner, manager of the housefurnishing goods department of Bawo & Dotter, and Hans Endres, manager of the toy department, sailed for Europe last Thursday.

⚜

The representative of Cela & Co., Havana, was recently in the District looking for lines of hotel and bar glassware and china. His object is to make connections with American firms to represent them in Cuba, where he thinks there a good opening for American goods in this line. Trade there, he says, is improving right along.

⚜

J. H. Law, Asheville, N. C., is paying one of his periodical visits to New York.

⚜

R. W. Waterman, Rutland, Vt., is paying a visit to the city accompanied by Mrs. Waterman. He states that business is good with him, and he is looking forward to a prosperous fall trade.

⚜

H. G. Schreve was in from Ocean Grove, N. J., on Wednesday, laying in stock for the coming season.

⚜

C. E. Joslin, who recently purchased the business of William Bernard & Co., 42 West Broadway, was looking around the various showrooms this week and buying hotel supplies.

⚜

Chas. Hermann has been appointed buyer for Kessner's new department store, which is taking the place of Ehrich Bros. Mr. Hermann is a man of wide experience and unqualified ability. He was formerly buyer for Rothenberg & Co., Fourteenth street, and later with the Bailey Co., Cleveland, O.

⚜

Mr. Hewitt, with Pitkin & Brooks, Chicago, was in the District looking around for new things for "The Fair," a retail store which they also conduct in the Windy City.

⚜

Charles H. Taylor, with the Jewel Cut Glass Co., left this week for Florida to close up a real estate deal.

⚜

L. Hasher, buyer for Goerke & Co. and also for W. V. Synder, Newark, N. J., was in the city Wednesday looking at new lines of cut glass, among other things. Mr. Hasher says that the two stores con-

ducted a sale on Monday which met with unprecedented success, and has no fault to find with the business situation.

F. H. Piercy, inside salesman for S. A. Weller and the Jewel Cut Glass Co., 57 Park place, had a most unfortunate and at the same time peculiar accident on Wednesday. Some electricians in the building were fishing through a hole in the ceiling for an electric wire, and the hook attached to the line caught on a projection in the Weller store. Mr. Piercy in his anxiety to be of service released the hook, but was unable to get his hand away quick enough. The hook was yanked up and tore an ugly gash in his first finger. He now wears his hand in a sling.

Other buyers in town were M. Goettinger, of Titche-Goettinger Co , Dallas, Tex.; E. L. Chamberlain, with Jones Dry Goods Co., Kansas City, Mo.; G. Peppler, with Marott Department Store Co., Indianapolis.; T. A. Malone, with Sheehan, Dean & Co , Elmira; E. W. Johnson, with H. Bunce Co., Middletown, Conn.; G. N. Everett, with Woodward & Lothrop, Washington; G. H. Guest, with Jordan-Marsh Co., Boston; J. W. Kelly, with Gilchrist Co , Boston.

AT CHICAGO.

WHEN it first became known in the crockery district that Walter Andrews, of the United Glass Co., together with Ira A. Jones, agent for the Seneca Glass Co., and Peter G. Rinken, buyer for the Boston Store, had planned a run up into the north woods of Wisconsin about the first of July for a short fishing festival, the "boys" began to get gay with them, and some of the more audacious openly intimated that Jones and Andrews only wanted to lure Rinken up there in the impenetrable forest to make him hand out an order apiece to them. But the trinity decline to be "joshed" out of this chance to spend a "sane Fourth" in the green woods, and say they intend only to have a restful and sleepy outing in which they expect to yank out a fish every time they wake up and find the lines wiggling.

* *

R. H. Soakup has been appointed city salesman for the Ira A. Jones Co. to take the place of A. R. L'Ecuyer, who lately withdrew to go into business for himself.

* *

By way of accounting for the sustained strength of the demand for china and glass and its allied lines, a salesman for Pitkin & Brooks recently pointed to a list of presents which figured in a recent wedding in Chicago, and called attention to their character. Over ninty per cent consisted of cut glass, table silver and decorative pottery. It must have given the city trade quite a boost in itself because of the quantity and value of each item. Of them all, fully eighty per cent was cut glass of the highest grade.

* *

Sales Manager Trowbridge, of the Burley Co 's hotel department, says that business continues good further into the summer this year than usual, and has not yet shown any symptoms of a warm weather break. Systematic efforts to round up the trade of the water transportation lines of the Great Lakes has brought to this concern a very heavy trade from that source. Lately the company fitted out the dining saloon of the new steamer Minnesota of the Duluth and Chicago line with specially designed china and glass.

* *

Oriental packers of the frailest china and glass have discarded lint and excelsior as space fillers between such wares, and now use newspaper alone for the purpose. Recent shipments of very delicate Japanese porcelain have arrived here packed entirely in paper wrapped around each separate piece, and in that way carrying safely several thousands of miles without a fracture. Shippers say that it is a great protection to such wares to have each piece wrapped tightly by itself, and in that way contact with others is a protection to all instead of endangering the safety of any by pressure or even a slight jar.

* *

What Fred Sterritt, of the Central Glass Co., doesn't know about the treatment of glass from any angle is not particularly worth knowing. Here are his directions for drilling glass: "This may be done with an ordinary flat drill set in a brace if it is freely lubricated during the whole process with turpentine. Needless to say, this is a most tedious operation, and it will be found much simpler to make a small hole first in this fashion, and then enlarge to the size desired, than to attempt to drill a large hole at once. Another method is to take a piece of copper tubing of the size desired, roughen, use emery, and drill at high speed and with as little pressure as possible."

* *

The Burley & Tyrrell Co. announce that H. E. Buermeyer is no longer in their employ.

* *

Though the Jackson Jewelry Co., which failed recently for $75,000, carried in its two stores a considerable line of cut glass, the jobbers in that line were fortunate enough not to get caught in the crash.

* *

John O. Coleman, Western representative of Mitchell, Woodbury Co., with headquarters at Peoria, Ill., will now visit the Chicago trade, as the latter office has been discontinued. Mr. Coleman will there-

fore show their lines regularly at the Palmer House, the first display opening June 19th and running to July 5th.

* *

All of the Fostoria Glass Co.'s bright young men have again faced toward the frontier and taken up the "white man's burden" for the fag end of the year.

* *

F. Senior Pickles will show his samples of the Buffalo Cut Glass Co. at the Palmer House from June 28 to July 7.

* *

Among the buyers here were: W L Bybee, Ashland Ky.; A L Morel, Clinton, Ill.; W A Sheafer, Fort Madison, Ia.; A Davidson, Sioux City, Ia.; E Wigersen, Antigo, Wis.; D V Low, Medaryville, Ind.; J H Meyer, Mound City, Mo.; P Untiedt, Kanaranzi, Minn.; A H Bergheger, Stitzer, Wis.; J F Melass, Soughton, Wis.; A D Vosseler, Whitehall, Ill.; H Peletier, Sioux City, Ia.; P C Onsgard, Cambridge, Wis.; W Reardon, Midland, Mich.; F B Clark, Sutton's Bay, Mich.; W J Moran, Barraboo, Wis ; J E Kane, Des Moines, Ia ; B J Winger, Williamsport, Ind.; G Wohleter, Fairmount, Minn.; C Ratzel, Homestead, Ia ; J W Healy, Clarence, Ill.; J E James, Good Hope, Ill.; A A Kruckman, Wilmot, Wis.; B F Hackworth, Garwood, Mo.

T. A. McNICOL HURT IN AUTOMOBILE ACCIDENT.

WHILE on their way to Buffalo, N. Y., and nearing that city, Sunday night, T. A. McNicol, sales manager of the Potters' Co-Operative Co., East Liverpool, and Clifford A. Bough, a well-known cask manufacturer of the same place, were badly injured when the automobile in which they were riding was struck by a train.

Both men were taken home Tuesday morning, and while Mr. Bough is able to be around, Mr. McNicol is confined to his bed at this writing.

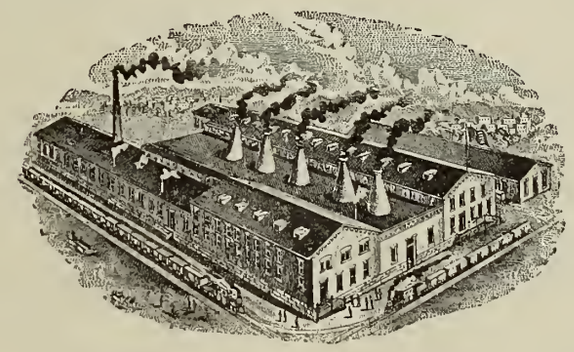
At the home of Mr. McNicol it was said that while the physicians found no bones broken, the patient was suffering from severe bruises and wrenches.

RAPIDLY FILLING UP.

THE affairs of the National Household Show are progressing most favorably. Many concerns, although not yet signed up, are either considering space or have promised and are only waiting to decide how much they will need. Among those who have secured display space since our last report are L. Straus & Sons, Bawo & Dotter, Koscherak Bros and the Hamilton Sales Agency, Boston.

STILL EXPANDING.

AN idea of the extensive plant of the Guernsey Earthenware Co , Cambridge, O., may be had from the accompanying illustration. But only an idea, for many additions have been made recently—among them being a building 40 x 250 feet at the rear,



150 feet of which is used for a slip house and the rest for clay sheds 44 x 120 feet. Notwithstanding these improvements they still have difficulty in keeping pace with the great influx of orders. They confine their manufacturing exclusively to earthenware cooking utensils, and their comprehensive plan of advertising has made the goods very popular.

"HOW do you find business?" asked the languid office manager of a salesman who had just canvassed him and had been turned down.

"By going out and digging it up," returned the salesman with a determined expression.



COOKING UTENSILS BY THE GUERNSEY EARTHENWARE CO.

IMPORTS AT NEW YORK.

Petaining to China, Crockery, Glass, etc., for week ending June 20, 1911.

ANTWERP

2 packages glassware.....Strobel & Wilken Co
169 " toys ..... " "

BREMEN

2 packages glassware ..... L Straus & Sons
10 " " .....Samstag & Hilder Bros
10 " " .....A Steinhardt & Bro
805 " " .....Eimer & Amend
4 " " .....Strobel & Wilken Co
161 " " .....Miscellaneous Orders
84 " earthenware .....Geo Borgfeldt & Co
35 " " .....L Straus & Sons
57 " " .....Knauth, Nachod & Kuhne
10 " " .....Miscellaneous Orders
4 " chinaware .....J H Venon
7 " " .....Frank & DeKeyser
13 " " .....Strobel & Wilken Co
77 " toys.....Geo Borgfeldt & Co
53 " " .....F A O Schwartz
6 " " .....F W Woolworth
45 " " .....L H Mace & Co
106 " " .....Strobel & Wilken Co
104 " " ..... Miscellaneous Orders

SOUTHAMPTON

6 packages chinaware.....J H Venon
43 " " .....H Creange
12 " " .....Bawo & Dotter
2 " " .....Ceramic Importing Co
14 " " .....L Straus & Sons
68 " " .....Miscellaneous Orders

BORDEAUX

57 packages chinaware..... Wm Guerin & Co
7 " " .....Bawo & Dotter
16 " " .....H R Churchill
86 " " .....Herman C Kupper
23 " " .....J Pouyat Co
251 " " .....Haviland & Co
20 " " .....Miscellaneous Orders

LONDON

12 packages toys .....Geo Borgfeldt & Co
5 " " .....Bawo & Dotter
4 " " .....F A O Schwartz
7 " " .....Miscellaneous Orders

HAVRE

25 packages chinaware.....Wm Guerin & Co
12 " " .....H R Churchill
8 " " .....Miscellaneous Orders
10 " glassware.....E Utard

LIMOGES

161 packages chinaware.....Theodore Haviland & Co

LIVERPOOL

9 packages earthenware.....W S Pitcairn
43 " " .....F W Woolworth
20 " " ..... E Boote
8 " " .....J Wygand & Co
28 " " .....Meakin & Ridgway
6 " " .....H C Edmiston
12 " " .....Miscellaneous Orders

ROTTERDAM

69 packages earthenware .....Geo Borgfeldt & Co
19 " " .....L D Bloch & Co
18 " " .....Lazarus & Rosenfeld
32 " " .....Bawo & Dotter
67 " " .....Miscellaneous Orders
126 " toys.....B Illfelder & Co
53 " " .....F A O Schwartz
100 " " .....Miscellaneous Orders

HAMBURG

123 packages glassware.....Fenesterer & Ruhe
287 " " .....Brown Bros
8 " " .....Eimer & Amend
78 " " .....O O Friedlander
19 " " .....Bawo & Dotter
23 " " .....Geo Borgfeldt & Co
30 " " .....F Euler & Co
14 " " .....J H Venon
548 " " .....W R Noe & Sons
67 " " .....L Straus & Sons
7 " " .....F Bing & Co
11 " " .....Strobel & Wilken Co
348 " " .....Miscellaneous Orders
59 " earthenware .....Bawo & Dotter
4 " " .....J Palme
6 " " .....J Wygand & Co
76 " " .....O Goetz
113 " " .....L D Bloch & Co
557 " " .....F W Woolworth
7 " " .....Geo Borgfeldt & Co
12 " " .....B Illfelder & Co
204 " " .....Miscellaneous Orders
2 " chinaware.....Bawo & Dotter
40 " " ..... Strobel & Wilken Co
146 " toys.....B Illfelder
13 " " .....Samstag & Hilder Bros
77 " " .....Geo Borgfeldt & Co
40 " " .....G W Travers
5 " " .....Bawo & Dotter
2 " " .....C B R uss
14 " " .....Lazarus & Rosenfeld
152 " " .....Strobel & Wilken Co
348 " " ..... Miscellaneous Orders

COPENHAGEN

59 packages toys.....Geo Borgfeldt & Co
70 " " .....Miscellaneous Orders
12 " glassware .....Fensterer & Ruhe

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

21 packages earthenware.....Jones, McDuffee & Stratton Co
18 " " .....F W Woolworth
2 " " .....Richard Briggs & Co
9 " " .....Davis Turner & Co
1 " " .....A W Chesterton
1 " " .....Rowland & Marsellus Co
24 " " .....Miscellaneous Orders

ANTWERP

85 packages earthenware.....Jones, McDuffee & Stratton Co
10 " " .....American Express Co
72 " " ..... Geo Borgfeldt & Co
17 " " .....Stone & Downer Co
44 " " .....L Wolf & Co

HAMBURG

7 packages earthenware.....Jones, McDuffee & Stratton Co
39 " " .....Ocean Transit Co
27 " " .....L Wolf & Co
33 " " .....Mitchell Woodbury & Co
10 " " .....Houghton & Dutton
188 " " .....National Despatch Co
8 " " .....American Express Co
1 " " .....R H Stearns Co
18 " " .....Bawo & Dotter
2 " " .....R F Downing & Co
63 " " .....J B Moore & Co
9 " " .....Patterson Wylde & Co
16 " " .....L E Knott Apparatus Co
29 " " .....Geo Borgfeldt & Co
125 " " .....F W Woolworth
15 " " .....Jordan Marsh Co
27 " " .....Canadian Pacific Railroad
88 " " .....Miscellaneous Orders

Among the Potteries
East and West

East Liverpool and Vicinity.

For the first six months of the current year the pottery manfacuturers of this district sold more goods than during the same term in 1910. The increase ranges from $10,000 to $30,000 per plant. Should this ratio of increase continue during the last lap of the year East Liverpool will show a twelvemonths' sales sheet of which it may well feel proud.

* *

The first samples of the cover dish of the new dinner shape which will be shown at an early date by the Cartwright Bros. came through the glost kiln a few days ago. It is very attractive, and affords ample space for the enlargement of decorating ideas.

* *

I. W. Van Fossen, a well known pottery salesman of New Brighton, Pa., was in the district during the last few days.

* *

It will require three weeks to complete the improvements planned at the plant of the Globe Pottery Co. Starting Monday, the order department was placed under the direction of Rudolph Schylander. W. L. Gerald, salesman for the Middle States territory, who has been at the factory for a week, will return to his home at Peoria, Ill., as soon as his new line is completed.

* *

In order to take care of the extensive fall business which the order files now indicate, the Smith-Phillips China Co have started to make large stocks of the more popular treatments on the "Princess" dinner shape, such as the "Seville," "Cordova," "Eldorado" and "Ronda," and with this end in view new stock bins are being erected in the decorating shop.

* *

William Finney, formerly connected with the pottery industry at East Palestine, O., has been made manager of the sales department of the American China Co., at Tornnto.

* *

Cecil E. Taylor, of the Taylor, Smith & Taylor sales force, was slightly injured in an automobile accident near his home in Uniontown, Pa. With a party of friends Mr. Taylor was returning from dinner at "The Summit," which is on the national pike east of Uniontown, when something went wrong with the machine, and it ran into the mountain side. Bruises and scratches formed the major portion of the hurts of the occupants of the car.

* *

Adolph Fritz, who has drawn plans for and built more potteries in the United States than any other architect, is seriously ill at his home here.

* *

Buyers in the district during the last few days were J. J. Jacklin, with Henry Siegel Co., Boston, and George C. Robinson, with Kinney & Levan, Cleveland.

* *

It is said that four operative potters here will form a company within a fortnight to build a two-kiln pottery at Athens, Ga. Flower pots, vases, jars and peds will be made. A free site, bonus and cheap fuel are offered the company.

* *

The Hall China Co. are carrying large quantities of open stock patterns of their underglaze hotel ware in the bins for immediaie shipments. In almost every instance orders are shipped upon the day of receipt.

Cannonsburg, Pa.

The clay shops of the new plant of the Cannonsburg Pottery Co. have been placed in operation, and within a short while the pottery will be working full time. The first glost kilns have just been drawn, and the ware is of a most satisfactory character.

Steubenville, O.

"We have been doing a very satisfactory business on high grade dinnerware, and indications are that this will continue throughout the year," said President Harry D. Wintringer at the Steubenville Pottery Co. A few new treatments are to be added

to the line for the fall trade, but otherwise there will be no changes.

East Palestine, O.

The Ohio China Co.'s new 100-piece assortment is an attractive proposition. The "Merry Widow" jug included in this package is an excellent selling item.

Trenton.

William T. Morris, of the Morris China Co., sailed on Saturday for an extended tour of Europe. He will remain abroad until the early fall.

* *

The Chas. Heitemeyer Co., of Newark, with a capital of $50,000, was incorporated here during the past week. The company, which is to manufacture crockery, glassware, etc , was incorporated by William P. Rommel, Emil Schell and Henry C. Rommel.

* *

Welling G. Titus, a member of the selling staff of the Trenton Potteries Co., accompanied by his wife and infant daughter, are spending the summer on Long Island.

* *

Among the companies which filed papers of incorporation here during the past week was the Phoenix Ceramic Works, of Perth Amboy. The capital of the concern is $100,000 and the incorporators are Frederic Behrend, Man Kypke and Edward L. Dodge.

Wheeling, W. Va.

Trade with the Warwick China Co. continues to keep up to the standard maintained here in the past. Since C. E. Jackson assumed the management of the plant a number of new ideas have been put in practice which have helped in the sale of goods.

HOW TO MANAGE A STORE.

THE man who knows how to manage his store properly knows how to make money. Frank Farrington, whose books we have many times had occasion to commend, has just written "Store Management—Complete," which covers every phase of the management of the average retail store. (Byxbee Pub. Co., Chicago, $1.) It is a practical and successful merchant's explanation of how any sort of a retail store ought to be run to make money. Every division of business handling is fully described, and the book covers its subject from A to Z.



THESE TWO

New Patterns

SERVE MANY PURPOSES.

No. 72 Colonial. Oval Footed Celery and Spoon Dish.

THE exquisite Colonial design has taken its place with the best. Our aim is to attain the highest point of perfection for our product. The clear brilliancy and excellent finish prove that we have succeeded. The orders received convince us that our efforts are appreciated. If you have not put our No. 72 Colonial in stock you have overlooked a good thing. Send in a sample order now.

THE DUNCAN & MILLER GLASS CO.,

WASHINGTON, PA.

Paul Joseph, 64 Park Place, New York.
Green & Thomas, 33 S. Charles St., Baltimore.
Marsh & Kidd, 617 Mission St., San Francisco, Cal.

Joseph Tomkinson, 213 Commercial Bldg, Philadelphia.
L. D. Fletcher, 157 Federal St., Boston.

Around the Glass and Lamp Factories.

Pittsburgh and Vicinity.

One week from Saturday the majority of the glass factories in the United States will start on the summer holiday, during which the plants will be given a general overhauling and the annual conferences of employers and workers will be held at Atlantic City. In the meantime the manufacturers are making as much stock as possible—although this will be little enough, for the volume of business coming in for immediate shipment does not leave much for the warehouses. It is believed that the factories will resume promptly as soon as the two weeks expire.

Samuel P. Kenny, with the Economy Tumbler Co., of Morgantown, W. Va , spent a few hours in Pittsburgh on his way home to the factory after a successful northern territory trip. "Business is great," said he.

One manufacturer has already started to arrange for the new lines that his factory will show next December. Others have ordered drawings, and as soon as approved will begin on the molds.

J. J. Jacklin, buyer for the Henry Siegel Co., Boston, was in the district for a few days last week placing orders for immediate requirements.

M. G. Bryce, commercial manager of the United States Glass Co., after installing his family at Lakewood, N. J., returned to the office for a few days, and then left for a trip through the East, to visit the different offices of the company.

There is no busier plant in this territory than that of the J. B. Higbee Glass Co., at Bridgeville.

Daniel C. Ripley, has gone to Lakewood for the summer. There has been a decided improvement in the health of Mr. Ripley of late, and he is confident that a season at Lakewood will make him "young" again.

Those who are in the know look for an agreement calling for a raise in the price of blown ware at the meeting of the National Association of Manufacturers of Pressed and Blown Glassware to be held at Atlantic City July 18. Some of the factories have already turned down large orders from Western jobbers for shipments to take place the latter part of the year, in view of the anticipated raise.

A. A. Graeser, who has been making a Western trip for the Duncan & Miller factory at Washington, Pa., has returned, and will not likely start out again until the fall. The plant is working to the limit.

The plant of the Ripley Glass Co. at Connellsville is working to its capacity. The several lines of tableware have had a large sale, while the specialties, such as confectioners' and display jars, pure food containers and butter boxes have been decided hits with the trade, Inasmuch as immediate shipments are being made, very little ware is going into stock.

So extensive has been the foreign demand for the products of the Jefferson Glass Co. that General Manager C. H. Blumenauer has completed arrangements for the display of the complete line in Copenhagen. Guiterman & Rosenfeld, of that city, have been appointed representatives for Denmark, Sweden and Switzerland. The demand for this line of glassware in England is also heavy.

"Going to hit the road early in the fall," said Walter Lindsay, of the Duncan & Miller factory this week. He has completely recovered his health, and says he never felt better.

Miss Evelyn Hamilton, assistant actuary of the American Association of Flint and Lime Glass Manufacturers, is enjoying a well-earned vacation. The office is being looked after by J. W. Kunzler, chief actuary.

Light cuttings and rock crystal effects on full lead metal glass is being featured in an elaborate manner this season by the United States Glass Co., and the lines are by far the most extensive ever placed in their spacious sample room. There has been an increased demand for the light cut and light etched patterns this season, and the lines shown by the "States" are meeting with favor. An added piece to

the "Techo" colonial line is a footed punch bowl which has a receptacle at the foot for cups. This is the only punch bowl made of this character, and does away with having the cups hanging from the edge of the bowl.

At the last regular meeting of the boad of directors of the United States Glass Co., held on the 14th inst, Ernst Nickel was elected to fill the vacancy on the board caused by the death of R. J. Stoney, Jr. Mr. Nickel has been connected with the company from its organization, and for several years has been its treasurer and secretary. He is thoroughly conversant with the glass trade, and will make a valuable addition to the board.

Wheeling, W. Va. There has been a steady flow of orders into the office of the Central Glass Co. all season, with the result that the plant is being operated to capacity. "We have been so busy on our present lines that we've not had time to think of anything new," said Sales Manager William Cassell.

Millersburg, O. The Millersburg Glass Co. has been duly adjudicated bankrupt, and the first meeting of creditors will be held at the office of W. F. Garver, Millersburg, June 24, at one p. m. Creditors may attend to prove their claims or appoint a trustee and examine the bankrupt. W. F. Kean, Wooster, O., is the referee in bankruptcy.

SPECIAL NOTICES.

The cost of advertisements under this heading is $1 for the first and fifty cents for each following insertion for each half inch of space (30 words). PAYABLE IN ADVANCE.

HELP WANTED.

WANTED—A cut glass salesman from Denver to the Coast to carry our glass as a side line. Address THE J. D. BERGEN CO., Meriden, Conn.

WANTED—Responsible parties to represent our line of cut glass, on commission, for the Coast and Western territory, for the coming season. Address THE O. F. EGGINTON CO., Corning, N. Y.

SITUATIONS WANTED.

SALESMAN Japanese goods, twelve years' road and city experience, wants to connect with good line. Address BRESLIN, 608 West 181st Street, New York City.

NEW FREIGHT SERVICE from East Liverpool, O.

Buyers of pottery should insist shipments—either bulk or packages—be routed over Erie, Youngstown and Ohio River railroad (the new railroad into the pottery centre) from East Liverpool. Traffic arrangements with all steam roads throughout the country, enabling advantageous routing and rating to any point in the United States, Canada or Mexico. For rates, apply to any agent or J. J. CHANDLER, Chief Tariff Bureau, Leetonia, Ohio.

A GOOD PROPOSITION FOR THE RETAILER.

OPEN STOCK DINNERWARE.

The advantage in handling dinnerware in open stock is quite apparent to the live merchant. All prospective customers do not want, or cannot afford, to buy a complete set at one time. From open stock they can select the pieces for immediate needs, and select the balance as future needs require, or as circumstances will permit; and under these conditions will usually invest in a higher-priced pattern. It's a sort of endless chain for the dealer who controls his patterns.

AN IMMENSE STOCK

in our warerooms is at your command. There is a wide range of well-selected styles and patterns in French China, German China and English Earthenware. Prompt shipments are assured and control of patterns is given.

KINNEY AND LEVAN

CLEVELAND

PITTSBURGH COLUMBUS

K&L

Théodore Haviland

Limoges.

FRANCE.

Theodore Haviland & Co.

NEW YORK

Announce their removal to their new offices and salesrooms in

THE FIFTH AVENUE BUILDING

Fifth Avenue, Broadway and 23d Street

MADISON SQUARE

OFFICES :

301, 302, 303, 304, 306, 308, 310, 312, 314. **316**, 318

ON THE PACIFIC COAST.

REPORTS of retailers for the past week are of a satisfied and optimistic turn. Trade seems to be maintaining itself well despite somewhat unseasonable weather conditions and the usual quietness that appears at this time of the year. An active and successful effort is being made by several of the larger stores to stimulate business by means of special "June sales" and striking displays in show-windows, the chief appeal of all the offerings being to the buyer of wedding presents.

Among the wholesalers there is a very noticeable quiet, with very few buyers in town and little to distinguish business from its ordinary routine. Many manufacturers' agents are away on business trips and a general lull pervades the sample rooms.

The new housefurnishing department in Prager's at Market street and Golden Gate avenue is now completely stocked, and Manager Davis says that added space will soon be necessary. This will be afforded when the third section of Prager's new building, now in course of erection, is finished. The method by which the temporary wooden structure in which this department store was housed immediately after the fire has been replaced by a modern three-story edifice is an interesting example of the possibility of reconstruction without interruption of business. It has been built in three sections, one at a time, and the stocks and the business of the store have been concentrated in the two sections not affected by the building operations.

Gump's display of glassware, mentioned last week, has resulted in a distinct increase in sales in that line Alfred Gump, who has been traveling for the company in Europe, and Ed. Newell, who has been in the Orient, both returned to San Francisco during the past week.

D. G. Wright, a manufacturer of housefurnishings at St. Louis, is registered at the Palace hotel.

Sanborn-Vail & Co. have added a stock of cut glass in connection with their line of brass goods.

Mr. Crook, with Bradley & Hubbard Mfg. Co., is at the St. Francis.

The Emporium has this week opened its third annual June sale of cut glass, and excellent results have followed its advertising campaign.

Nathan-Dohrman Co. report an excellent business, showing an especially strong demand for popular priced sets and services suitable for wedding presents. For this trade three of their large show windows are occupied with displays, one of which is made up of open stock patterns in white and gold, another with art pottery, and another with Libbey cut glass.

Paul Verdier, manager of the City of Paris department store, and Raphael Weill, head of Raphael

THREE THINGS YOU CAN SELL

Anything that will aid in protecting the health of the family will create a demand.



BUTTER BOX.
Holds One Pound Block of Butter.

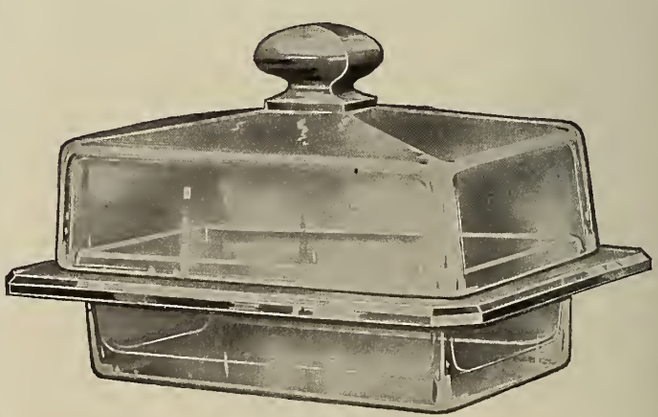


PATENT APPLIED FOR.

PURE FOOD CONTAINER.

SIX SIZES:

1 Pint.	1 Quart.	2 Quarts.
1 Gallon.	1½ Gallon	2 Gallons



FLANGE BUTTER.
Holds One Pound Block of Butter.

These three articles are for refrigerator and general household use. They are clean, hygienic, non-absorbent, air-tight and fly-proof. Write for prices.

RIPLEY & CO.,
House Building,
PITTSBURGH, PA.

The China known since 1840 as

Haviland China

Is stamped under each piece underglaze

Haviland
France

The Decorated China has an additional stamp on the glaze

Haviland & Co
Limoges

Weill & Co., both left recently for extended business trips in the East and in Europe.

Contracts have been closed for the new building of Lipman, Wolf & Co., one of the largest department stores in Portland, Ore. In the new building, the cost of which is to reach $750,000, will be carried large stocks of crockery, glassware and general housefurnishings.

Plans are being drawn for a new building to be occupied solely by the Crescent Department Co., Spokane. In the new store, which will cost $300,000, will be housed full departments of china and glassware.

Hamilton Bros., El Centre, Cal., have sold their glassware, crockery and hardware stock to C. S. Norton, of the El Centr Department Store, who will at once put the stock on special sale.

The Schloss Crockery Co., 17 Beale street, is planning a campaign to introduce in the East the Golden State Mason fruit jar, a specialty of its own invention and manufacture with several patented features. The most important of these is the slit in the side of the cap by which the cans may be easily unsealed. In the one year during which this line has been on the market over 25,000 gross have been sold, largely on this Coast, and Mr. Schloss, who leaves for the East in a few weeks to arrange agencies, expects equal success there.

MORE MEN OF THIS KIND NEEDED.

MEN who do harm are not rare. Men who do good are more common still. And men who, preaching against wrong, preach that good may be done are numerous and, in many cases, of value to the rest of us. But in every 10,000 such men quite 9,999 are slaves of a master more powerful than their goodness or their desire to do good; a master that does not interfere with their virtue—does not hinder them from being negatively good. That master is Custom.

And he who has the strengh of will and the courage to rise above that master, following the promptings of a warm heart, and irrespective of decreed propriety or impropriety, is the solitary one in all those 10,000 who deserves the unlimited eulogies of mankind. He is often condemned, often maligned, seldom really understood, and never appreciated as he should be. But we catch an occasional glimmer into a soul that teaches us he is not ordinary.

There occasionally flashes from him a truth that we may reject because we are slaves to that which is below him. It is not his voice that makes him superior to us. His life, his actions, his regard for his brothers—not flaunted by him with egotistical cant, but learned from those who know him best—these tell us of the man.—*Geo. F. Butler.*

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CROCKERY AND GLASS JOURNAL

NEW YORK, JUNE 29. 1911.

THE CONDITION OF BUSINESS.

New York. The market is very quiet in crockery and glassware. The near approach of the national holiday combined with the midsummer heat has undoubtedly deterred people from coming to the city. However, it is expected that immediately after the Fourth of July some of our Southern friends will make their appearance. The traveling men are all in; consequently there are no favors coming from that direction. Mail orders are few and far between, and those that do come are for small lots.

Next week the glass factories and potteries shut down for the usual summer repairs, and those who have not had their orders in for domestic goods before this will be likely to wait for an indefinite time before they can get wares.

The season is not unusual. It is always quiet at this time. For many years buying has shut off the last of June and remained dormant until about the middle of July. This year, owing to the dilatoriness of many dealers in placing orders for import, it is expected that there will be an early call for goods from stock.

Some of the factories on the other side can still take orders for stock patterns to be delivered this fall if they are placed before the first of August. Those dealers who have been remiss in this respect—and there are quite a number of them in the Middle West—will do well to look their stocks over and order before it is too late. Even in domestic goods, if they delay much longer, they may have difficulty in getting what they want

A prominent financier who is in touch with all the big industries of the country said in an interview recently before he sailed for Europe that general business in this country was reviving. His views are borne out by the recently-published statistics for the fiscal year ending June 30, which show that we have done the largest export business the country has ever known and the imports are very nearly as big as in 1908. The railroads are still making good returns on their business, and weather conditions have been extremely favorable for growing crops. Needed rains have fallen in certain localities, and there has been warm sunshine in others where before it was cold and wet. There is no reason why there should not be a big fall trade in general lines, and the crockery and glass men are sure to get their share.

Pittsburgh and Vicinity. With fires in many glass factories being withdrawn this week, the manufacturers find their order files well filled with business—many goods to go out immediately, while those for future ship-

ment are heavier than on the books a year ago. In one instance a manufacturer has so much business on his books that he has made overtures to the workers to take their holidays in small companies, thus permitting the factory to work.

Trenton.

Business has increased to such an extent during the past week that the local potteries will shut down but one week this summer. Trade is growing better continually, and manufacturers are feeling very cheerful.

East Liverpool and Vicinity.

Summer dullness is apparent in the majority of the potteries in this vicinity, and the usual fortnight's holiday will start Monday. Indications point to a very heavy fall business, and the manufacturers are preparing their plants with this end in view. New lines have been prepared by some manufacturers while others have merely added a few new treatments. Salesmen will start on their midsummer trips within a few weeks.

NOTABLE ORDER FOR CAULDON CHINA.

WHEN, as Prince and Princess of Wales, the late King and Queen visited India, the special ware used on the occasion was fabricated at Cauldon Place. In 1906, when the present King and Queen visited the great Eastern dependency (then as Prince and Princess of Wales), Messrs. Brown-Westhead, Moore & Co. had the distinction of again receiving the order for the tableware required; and a similar honor has come to the firm now that the King-Emperor and Queen-Empress are about to visit India in their new and more exalted capacity.

The distinction will be understood as the more notable when it is remembered that the commands in each instance have been received by the firm through different mercantile houses. The present order was completed in two days under five weeks—an achievement in itself. The design is precisely the same as was carried out for the late King and Queen, with the exception that the letter G takes the place of E in the monogram.

The decoration, enameled black on gold ground, is strictly of the class for which Cauldon ware is widely famed—a good design which leaves a large portion of the beautiful china glazed body visible. It has a marvellously neat and clean appearance. The pieces number 2,100; and every piece is perfect of its kind. The firm is likewise engaged in completing an order intended to be used in the fitting up of the Royal Coronation Train.

In the remarkable showroom of the firm are to be seen samples of the breakfast and tea services made for Queen Alexandra. The decorations are from photographs taken by the Queen herself. Near by is a cabinet on which is a card affixed with the words "Returned from Buckingham Palace, January, 1911." This ware was sent to London, by order, for the inspection of their Majesties. It contains numerous examples of richly decorated ware, demonstrating that the firm are determined to maintain their reputation as producers of high-class ceramics. On a table in the showroom is exhibited a tea and breakfast service of Cauldon ware which has actually been in use for ninety years. The firm was established in 1774.

SANITARY STORES.

IF merchants who disregard the advantages of proper store sanitation could be brought to a realization of its importance to themselves, their employes and their patrons, dirty, disordered and badly ventilated stores would soon be unknown. A large number of the ailments commonly charged to the confinement of indoor life would be eliminated if the principles of proper sanitation were observed.

Aside from the promotion of health and comfort, cleanliness, good ventilation and sanitary precautions in general are in direct line with good merchandising. There are few things more important to successful merchandising than the good appearance of the store. Cleanliness is of the first importance to good salesmanship and to the preservation of merchandise. Cleanliness stands for both good morals and good business.



WHITE CHINA FOR DECORATING, AT HAVILAND & ABBOT'S.

The New York Crockery and Glass District.

Haviland & Abbot have a most complete line of white china, both for amateur and professional decorators. The Venise shape is also kept in open stock in many decorations, and is only one of a great variety of open stock patterns kept by this enterprising firm.

Gillinder & Sons, of Philadelphia, have put a new illuminating glass on the market which they call "Mellite," and C. L. Kerr, the New York representative has received a complete line of samples. It is made in many shapes and designs both for gas and electricity, but is particularly adapted for tungsten lamps of from twenty-five watts up. A new line of shades has also been received by Mr. Kerr for electricity and inverted gas lights. These shades are made in many colors and decorations.

D. R. Marshall, New York representative of the Tarentum Glass Co., has received many new pieces of pressed glass recently. The candlesticks of colonial design are very attractive and should prove good sellers.

C. Dorflinger & Sons are having much success with cut glass bedroom water sets. These consist of water jugs, two tumblers and a tray. Other tray sets that are popular are for wine, whiskey, beer and cocktails.

The United Sheffield Co., 26 Murray street, is showing a numler of reproductions of old Sheffield plate. They are exceedingly well executed and are exact copies of the expensive originals. The items include vegetable dishes, bonbon plates, Queen Anne trays, etc.

L. Bergman has associated himself with S. Sipser, the Eastern representative of the Crown Novelty Co , Chicago, with headquarters at 46 West Broadway, and the firm will now be known as Sipser & Bergman. They will carry a large stock of the company's products—portables, plateaux, and various kinds of mirrors—so that immediate delivery can be made to the Eastern trade.

The Geo. A. Bowman Co. have had exceptional success with the Swiss aluminum cooking utensils that they have been exploiting recently. In fact, so great has been the influx of orders that the factory at Switzerland has been enlarged to enable them to care for the business.

Among the newest things in illuminating glassware at the Phoenix Glass Co., are shades for both gas and electric portable lamps in gold and enamel decorations, cut designs and rich etchings. The variety of goods and the great taste displayed in designs make this line a most attractive one.

A petition is being circulated in the District to close the warerooms on the Monday preceding the Fourth of July, and a large number of signatures have been obtained.

The American China Co. have sent to their New York representative, Oliver de la Croix, many new patterns of dinnerware, among which is an oval cover dish with an inside rim that prevents the vegetables from being distributed on the tablecloth when being served. This shape has found great favor among buyers.

The United Cut Glass Co., 26 Murray street, is putting on the market a new line of goods in special sale assortments. This concern makes arrangements with only one store in a city, thus giving control in that particular locality, and protecting the dealer from competition. The designs of the various pieces in the assortment are excellent.

A. H. Ledden has just received from the Buffalo Pottery seven new designs of dinnerware, among which is an oriental pattern that should find immediate favor in the trade.

ROEMERS, AND THEIR HISTORY.

BY E. R. THIELER.



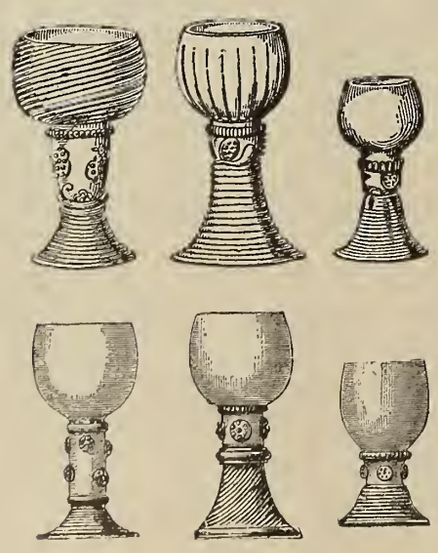
E. R. THIELER.

ONE would hardly be able to speak or write about a roemer and not unconsciously have his thoughts wander also to the golden wine which is drunk therefrom. Just as one cannot speak of the discovery of America without connecting therewith the name of Columbus, so it is next to impossible to speak of roemers without also mentioning wine. Both are inseparably connected.

With the word "roemer" the German designates a typical form of wineglass, and his designation has also been carried over to the English-speaking nations. Although the origin of the designation of "roemer" as a wineglass has been often sought, the derivation of this word cannot positively be stated. Oftentimes it has been accepted that the expression dates back to the drinking vessels in use during the times of the Roman emperors. The drinking vessels of those ancient times—a sort of an egg shaped vessel with a narrow, cylindrical stem—are generally accepted as being the models from which the present day roemers have been taken. The fact is established beyond question that the designation was used as early as the sixteenth century, at which time such drinking vessels for wine were made along the river Rhine.

Even though at first the shape of the roemer was not a positive one—they at one time being made without a stem or foot, and then again appearing with a stem—the name roemer was later on used only for a special type of glass.

The first three illustrations below show the roemer as it was first made along the Rhine during the



later years of the sixteenth century. At that time it was composed of a foot, a middle part, or stem, and the bowl. That this old type of roemer has been preserved until the present is shown in the other three illustrations. These latter are products of the glass factory of Villeroy & Boch at Wadgassen, on the Saar.

Roemers were not always made of glass. They were also produced in porcelain, china, stoneware, etc. Probably the best examples have been accomplished in the latter as these have the most nearly approached the original drinking vessels for wine used by the Romans. The illustration below shows a



roemer of this kind—the product of the factory of Villeroy & Boch at Mettlach, which has been in existence for over a century and has become world-renowned through its manufacture of the celebrated Mettlach ware.

It can be readily understood that during the course of centuries the original shape of the roemer had to undergo various changes to correspond to the change of style in these drinking glasses. The greatest changes were probably made in the stem of the glass. At times this consisted of a plain band, and then again it would have an embellishment of small rosettes. In modern times this has been changed into a long, thin stem.

The colors and decorations of the roemer have also undergone many changes through the development of the art. The first roemers were generally white, green, or of a golden-brown color, the foot and stem being ribbed, but without further decoration. Later they were made with an enameled decoration and sometimes with an engraving. Present-day facilities have wrought many changes in this respect. The roemer is now produced in almost any conceivable color, engraved, etched, cut, pressed, and many other styles.

In the full page illustration on the opposite page we show a few examples of roemers made in different countries.

No. 1 is the product of the Cristalleries de St. Louis, France, which produces one of the greatest varieties of this particular class of glassware in the world. E. Torlotting shows excellent examples of their work in New York.

No. 2 is to be seen at Julius Palme's showrooms, and is the product of Kossuch-Janos, Hungary, who are well known for the quality and excellence of their glass.



1—French 2—Hungarian 3—American 4—German 5—Bohemian

VARIOUS TYPES OF MODERN ROEMERS.

(*See article, "Roemers, and Their History," on opposite page*)

No. 3 is purely American, being made by the Bryce Bros. Co., Mt. Pleasant, Pa., and shows what American manufacturers are doing to compete with the foreigners This and many other excellent designs are shown by J. D. Dithridge in this city.

No. 4 is a popular German shape for which Villeroy & Boch are responsible, and is only one of a great variety that they have on exhibition in their local showrooms. Their designs are very attractive, and the colorings are superb.

No 5 is a Bohemian specimen from the showrooms of Graham & Zenger, the American representatives of the manufacturers of the celebrated Theresienthal glass.

At all times the roemer was very popular as a drinking vessel for the golden wine, and is to-day used very extensively in partaking of Rhine, Moselle, and Saar wines. This is no reason why the popularity of this special type of glass should not be preserved. In Germany one will continue to know and use the roemer as long as wine is known and consumed there.

In a subsequent issue will be given examples of other styles of roemers, space not permitting in this issue to give further illustrations.

OBITUARY.

JOHN A MYERS, who was well known in the crockery trade some years ago as a traveler for George F Bassett & Co., whom he left to accept a position with the Detroit and Portland Cement Co , died of typhoid fever at his home in Brooklyn, June 17, aged forty one. Mr. Myers was a very genial man who made many friends in the trade, and his demise will be greatly regretted.

Abraham Abraham, head of the firm of Abraham & Straus, Brooklyn, died on Wednesday morning at his summer home in the Thousand Islands, whither he had gone a week ago in perfect health.

Mr. Abraham was born in this city March 9, 1843, the son of Judah A. Abraham, a Bavarian who came to New York in 1835. At the age of fourteen he went to work in a dry goods house in Newark, and in 1865 he went to Brooklyn and formed a partnership with Joseph Wechsler. The firm name was at first Joseph Wechsler & Co., later Wechsler & Abraham, and then Abraham & Straus. Starting in a little store on lower Fulton street, the business expanded until it became the present modern department store.

We cannot do better than quote the following tribute by Mayor Gaynor on learning of his death: "I never knew a more just and equitable man than Abraham Abraham. He was born and bred and schooled here, but his grand name leads the mind back to the border line where fable ceases and history begins. All of the virtues were so proportioned and balanced in him as to make a perfect man. Always patient, always kind, always just and tolerant, never morose or despondent, prone always to overlook and forgive, every one saw in him the personification of encouragement and good will to all men. He was a widely read man and had a correct estimate of things great and small. Nothing could impose on him. Through mazes of sophistries and masses of facts and falsehoods his mind always went straight to the mark."

The big department store of which Mr. Abraham was head closed its doors at noon Wednesday and will not open again till Monday morning.

I. Bentley Pope, aged about sixty, one of the owners of the Pope-Gosser China Co., died at his home in Cochocton, O , Tuesday evening, from a carbuncle at the base of the brain.

Mr. Pope was born in Stoke-on-Trent, England, and came to the United States in the early seventies.



I. BENTLEY POPE.

In Trenton he was employed by Fiske & Cheeseman and then by the Mercer Pottery Co. When the Glasgow pottery in Trenton was started he took charge of the decorating shop, leaving that concern to form the Pope & Lee Decorating Co. He went to East Liverpool and became superintendent of the decorating shops of the Knowles, Taylor & Knowles Co. in the fall of 1892, remaining until Dec. 31, 1902, when he went to Coshocton and together with Charles L. Gosser formed the Pope-Gosser China Co.

Walter Nolan, Sr., one of the oldest potters in point of service in Trenton, N. J., died at his home in that city last Tuesday after a brief illness. He had been working at the trade since he was twelve years of age, and was for thirty years employed at the Enterprise Pottery. He worked up to within a few days of his death. The deceased was an ardent member of the G. A. R. and had served two enlist-

ments in the cause of his country. His last enlistment was with the famous Hawkins Zouaves of New York City, and he bore the marks of several bullet wounds.

Mrs. Emma Coxon, widow of the late Jonathan Coxon, Jr., died at her home in Trenton on Tuesday. The late Mr. Coxon was one of the best known manufacturing potters in the country. Since his death last March his widow gradually declined in health.

David M. Evans, for many years manager of sales for Mitchell, Vance & Co., manufacturers of gas and electric fixtures, died on Tuesday at his home in Brooklyn, in his fifty-second year.

AT BOSTON.

ONE of the best known men in his special field is Wallace M. Pingree, New England manager of the Tajimi Co.'s headquarters in this city. Mr. Pingree got his start with the old Boston house of Geo. N. Seaman. Remaining there four years, he then became associated with Amano & Co., which took three years of his time. In 1901 he joined the staff of the Tajimi Co., of New York. In addition to managing the New England offices Mr. Pingree travels this territory as well as part of New York State, touching only the high places. He says the growth in sales of Japanese china to summer resorts has been tremendous, although as a general thing this territory appreciates high grade Japanese goods and prefers them to the cheaper kinds. Mr. Pingree is just fifty-one years young, being born in Parkman, Me., in 1860. This photograph of him may seem a little strange to some of the trade, in view of the mustache; but just wait until the fall. Mr. Pingree is an Odd Fellow and a Pythian Knight.



WALLACE M. PINGREE.

Alfred B. Evans, with Meakin & Ridgway, New York, was in town last week, accompanied by his son, who is taking the entrance examinations at the Massachusetts Institute of Technology.

Geo. K. Marshall, with Henry T. Edwards of the Fostoria Glass Co., has returned from an extended Maine trip with most optimistic reports. He says that rain has saved the crops, which, plus the inception of a big summer resort trade, is creating a fine business. Mr. Edwards will take a few days off around the Fourth and hie away to the woods.

E. C. Farrington, glass buyer for the Shepard-Norwell Co., is planning to visit the glass centres, leaving Boston in a few days.

Murt A. Wallace, manager of the Boston office of the United States Glass Co , is at their main office at Pittsburg for a few days.

The Jones, McDuffee & Stratton Co. have a particularly fine exhibition of iridescent glass in one of their display windows.

The Worcester "Telegram" offers $650 in prizes to the people bringing in the most dead flies to its offices They call Dr. Hodge's fly trap the best fly getter, and advocate its use. Joe Pinder, of Chase & Francis, who control this device for Boston, says it is selling rapidly.

Arthur T. Otis, resident representative of the Republic Metalware Co., Buffalo, has returned from a trip through Rhode Island.

Buyers in town were: B J. Twitchell, with the R. A. McWhirr Co., Fall River; Geo. Thibedeau, with the New Bedford Dry Goods Co , and Joseph Donovan, with Robertson & Southerland, Lawrence, Mass.

POTTERY MEN IN AUTO SMASH

ON Tuesday night, as Frank Ransbottom, president of the Ransbottom Stoneware Co., Zanesville, O., and some friends were returning from Buckeye Lake, near Newark, O., in Ransbottom's big touring car, when rounding a curve the machine turned a somersault, with disastrous results to its occupants. John Kennedy, Roseville, traveling salesman, two ribs broken, hurt internally; condition serious. William Eberdorf, traveling salesman, Roseville, skull fractured and internal injuries; condition very critical. Henry Buerhaus, county auditor, two ribs broken and head cut; will recover.

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

39 packages	earthenware	Jones, McDuffee & Stratton Co
66 "	"	Mitchell Vance & Co
4 "	"	Houghton & Dutton
2 "	"	E Boote
6 "	"	Stone & Downer Co
3 "	"	Rowland & Marsellus Co
6 "	"	Miscellaneous Orders

MANCHESTER

1 package	earthenware	Miscellaneous Orders

ROTTERDAM

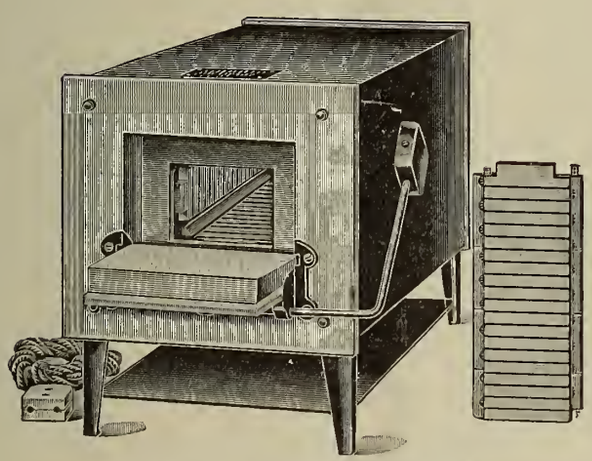
55 packages	earthenware	Geo Borgfeldt & Co
5 "	"	Stone & Downer Co

A BOON FOR DECORATORS.

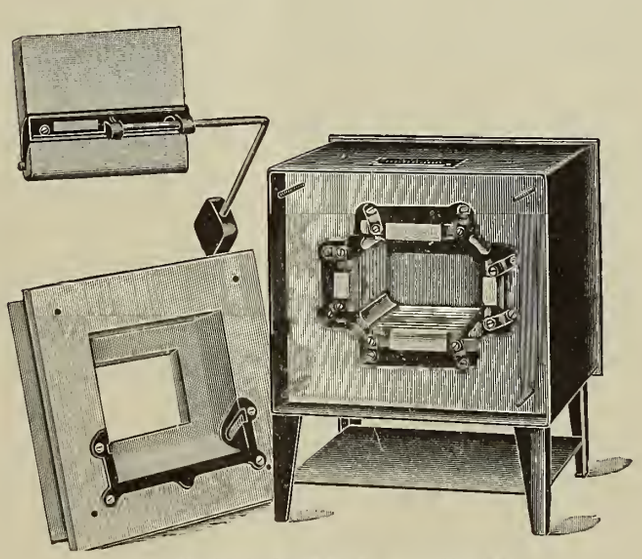
TO be able to sit in his office and test his colors by means of an electrically-operated kiln at his elbow should prove an extraordinary convenience for the busy pottery superintendent. It can now be done, however, by means of a device manufactured by the Multiple United Electric Co., Liberty street, this city.

The Replaceable Unit System of heating shown here has all of the many advantages of electricity as a heating medium over all of the older forms of heat production, and none of the disadvantages heretofore found in electric heating appliances, and should have a rapid sale among potteries, china, glass and decorative works, for silver deposit work, etc.

The advantages of electric heating are well known but the disadvantages of electrically heated devices



TYPE MU MUFFLE FURNACE



TYPE MU MUFFLE FURNACE
FRONT & DOOR REMOVED

are also so well known that their use has been comparatively limited. The particular fault to which we refer is the rapid burning out of the part producing heat. In the Replaceable Unit System, which practically explains itself, the parts which produce the heat are made in sections and ar eremovable from the structure proper, so that in case of a burn-out the user himself can make the necessary repairs, the manufacturer claiming not over five to seven minutes to replace a burnt out section, even should the furnace, or whatever the device may be, be red hot, and the damaged section can be returned to the factory for repairs at a very nominal cost.

Among some of the advantages of this type of construction is the ability with which various temperatures can be obtained in different parts of the structure, either uniform or varied, and also in any portion of the furnace. This feature will appeal particularly for decorative work where the structure, such as a plaqne, saucer, plate, etc , has very thin edges, which, when decorated, require less heat to burn the color than the body of the article. This variable heat can easily be obtained by the methods above mentioned.

Another advantage of this construction is that it can be adapted to existing ovens or can be built to conform to any particular requirement, and has the utmost flexibility in regard to size and shape. It should also have a large field in the homes of many of the artists who are now doing their own coloring, but are compelled to take their work outside to have it burnt. This is attended with some risk, particularly when the work is of an expensive nature, and this construction can be installed in any home having electric service, eliminating the objectionable smoke fumes, flame, gases, vent pipes, chimneys, etc., now required with ordinary kilns.

For the manufacturer to obtain small samples of color effects, testing, burning of clays, and many other processes which now necessitate placing the test pieces in the large kilns, these devices will fill a long-felt want, and as the temperatures obtained are as high as 1800 to 1900 F., the field should be large.

These devices are marketed by the Multiple United Electric Co., New York., who will be pleased to give full information and send circulars on request.

DERIVATION OF "ROEMER."

NEW YORK, June 28, 1910.

Editor CROCKERY AND GLASS JOURNAL.

Dear Sir: Would you kindly give me, if possible, the derivation of the word "roemer"? I have asked quite a few in the glass trade without success. Your answer would be greatly appreciated.

Respectfully yours,

RICHARD H. DAVIS.

[The article in another part of this issue, "Roemers, and Their History," by E. R. Thieler, will be found to fully answer our correspondent's query. —ED.]

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

Published Every Thursday

BY

WHITTEMORE & JAQUES, Inc.,

92 West Broadway, New York.

EDITORIAL ROOMS, TEL. 5092 BARCLAY.

MECHANICAL DEPT., TEL. 5086 BARCLAY.

SUBSCRIPTION RATES, INVARIABLY IN ADVANCE:

United States	$2.00
Canada	3.00
All other foreign countries in the postal union	4.50
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Make all checks and drafts payable to Whittemore & Jaques, Inc. Out-of-town checks should bear the words "With New York Exchange"

Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, JUNE 29, 1911.

THE following letter has been received from a subscriber who has a very large premium business:

Editor CROCKERY AND GLASS JOURNAL.

Dear Sir: I am continually besieged by newspapers asking for new novelties in the specialty line that would be suitable for premiums. We have hundreds of newspapers using our premium ware, and are always looking for new things to show them. If you are in touch with any manufacturers who make things which would be practical for our business we will be only too glad to talk with them.

If other buyers wishing special lines will let us know their wants, we shall be glad to put them in touch with those who can supply their demands.

DISCOUNTING PAST DUE BILLS.

A RECENT incident in the trade serves to call renewed attention to the reprehensible practice on the part of some dealers of deducting discounts on bills past due. A merchant in a neighboring State sold its business, owing quite a little money in New York. One firm here, after repeated attempts to collect what was due, wrote rather a sharp letter. The result was a check for the amount, less two per cent. The check was immediately returned with an inquiry as to why the discount was taken off, and the added remark that as the account was long past due it would have been more businesslike to have added six per cent interest. In response to this letter the debtor called in person and said that the discount was taken off purely in the interest of the creditor, as it was a question whether the latter would accept the amount less two per cent or run the risk of getting only fifty cents on the dollar. After a little argument, however, the debtor paid in full.

The action of the above firm should be followed in all such cases. It is a mistake to accept short payment because of the trouble incident to fighting for the small amount involved. A very frank debtor addicted to the practice once said that if the houses from which he bought goods were willing to accept payment with the discount taken off there was no reason why he should not try it; and that it was astonishing how often short payments went through—so often, in fact, that these unlawful discounts went far towards paying his office expenses.

A strict adherence to terms on the part of creditors, with the immediate return of checks not up to the full amount, would put an end to the practice in short order.

PERSONAL.

A YEAR ago at this time John Nixon was preparing for his trip to Europe. Now he sees his friends off, one by one, all bound for the other side with most alluring itineraries, and he is feeling blue because he can't go with them, but must content himself with voyaging twice daily on a ferryboat, and confine his sightseeing to tall buildings and occasional excavations. However, there are other years to come.

A. R. Willauer, with Wm. Laubach & Son, Easton, Pa., was in the city on Wednesday making purchases of glassware, etc.

C. T. Shipman, of Newark, N. J., was investigating crockery and glass lines in the District on Tuesday.

Former Senator Nathan B. Scott, of the Central Glass Works, Wheeling, W. Va., has been elected president of the United States Trust Co., of Washington, D. C.

L. E. Smith, of the L. E. Smith Glass Co., Mount Pleasant, Pa., is a metropolitan visitor.

R. E. L. Wells, with L. Straus & Sons, has returned from Atlantic City. Although he did not make an extended stay, the benefit derived from the atmosphere at the "City-by-the-Sea" is very appar-

ent. The accumulation of mail awaiting him, however, will use up a good deal of the energy that has been stored up during his short vacation.

⚜

Ernest Wolf, Western representative of the Geo. H. Bowman Co., is sending in some excellent orders from Wisconsin just now.

⚜

Carl. J. Geometti, of Geometti Bros., Corning, N. Y., has been much in evidence among the pressed glass fraternity of the city this week. He has something up his sleeve that will astonish a good many in the trade a little later on.

⚜

F. W. Reichenbacher started for Nlagara Falls Wednesday on a week's pleasure trip, accompanied by Mrs. Reichenbacher.

⚜

The Warwick China Co., of Wheeling, W. Va., are looking for a man to represent them in New York and take hold of their hotel china. A good opportunity for someone.

⚜

Charles M. Jacques, witn Bawo & Dotter, sailed for Europe on the steamer Rotterdam, and will not return until August 15

⚜

Howard C. Fry, of the H. C. Fry Cut Glass Co , Rochester, Pa., honored the District with a visit this week.

⚜

W. H. Smith, sales-manager at Bawo & Dotter's, sailed on the "Olympic" for Europe this week.

⚜

John A. Moore, vice-president of the Sanitary Earthenware Specialty Co., Trenton, N. J., was married Wednesday morning in that city to Miss Elizabeth M. Riehill. The ceremony was performed in St. Mary's Cathedral.

⚜

Fred Lanfelder, who covers Philadelphia, Baltimore, Washington, Pittsburgh, and New York for Louis Wolf & Co., New York, sailed for Europe on the 29th on the "Barbarosa" of the North German Lloyd Line. This is Mr. Langfelder's initial trip abroad, and he will visit Germany, Bohemia, Austria and France.

⚜

W. L. H. Ledger, with Brown, Thomson & Co., Hartford, Conn., was a buyer in the market this week.

⚜

S. O. Paull, with the Eagle Glass and Mfg. Co., was in the city last week. He had just returned from Atlantic City, where he had charge of the display his firm made at the Master Mechanics' and Car Builders' Convention there.

⚜

J. N. Quimby, of J. N. Quimby & Son, Springfield, Mass., was a visitor to the city this week and paid calls on his friends in the District.

⚜

F. J. Bang has returned from a successful trip through New England territory in the interest of the Maddock Pottery Co.

⚜

Winslow Goodwin, of the Goodwin & Kintz Co., Winsted, Conn., paid a visit to the city this week. He says the firm was never so busy as at present.

⚜

E. W. Schulz, with Herman C. Kupper, who has been traveling since the first of March, left New Orleans for New York by steamer and is due to arrive on Friday.

⚜

Not satisfied with having toured the United States from Boston to San Francisco during the preceding six months, O. L. Sutherland, with Geo. F. Bassett & Co., sailed on the "Olympic" for Europe on Wednesday. He will visit Staffordshire and Limoges, and possibly do a little pleasure touring if he has the time.

⚜

A. P. Spangler, with Bush & Bull Co., Easton, Pa., was here this week buying housefurnishings.

⚜

Mr. W. P. Graham and Harry Clark are enjoying a fishing trip in Hamilton County, N. Y.

⚜

James Ackley, of the Ackley China Co., Poughkeepsie, was in the District on Wednesday making purchases.

⚜

S. L. Ehrlich, who has been covering New Jersey territory for Thomas G. Jones, New York representative of the McKee Glass Co,, has added the department trade in Greater New York to his field of activity. This will keep Mr. Ehrlich busy; but he is fond of hard work.

⚜

E. D. Terry, with the Phoenix Glass Co., leaves immediately after the Fourth of July for a two weeks' trip through the East with the lamps of the concern. He will cover the territory between here and Boston.

⚜

Ed. Boote, who has been in England since the early part of June, writes that the trade in England is in an exceptionally good condition, and the potteries are enjoying an excellent run of business. Mr. Boote will not return untll late in the fall.

BEAUTIFUL GLASSWARE.

THE illustration on the opposite page of the showroom at 25 West Broadway, this city, containing the product of the Bryce Bros. Co., gives bnt a faint idea of the great variety and beauty of the goods made by this enterprising concern. J. D. Dithridge rules in this emporium of up-to-date samples, and is justly enthusiastic about them. The factory, which is at Mount Pleasant, Pa., is devoted exclusively to the manufacture of blown lead glassware for table use. The rock crystal cuttings are among the most popular items in the line to-day. They comprise every conceivable article that can be wished for use on the table. The decorations are principally of the floral order, exquisitely executed. Another good selling line is that embellished with art etchings. These are particularly well carried out. The designs are artistic in the extreme, consisting mainly of floral creations conventionalized. The word "art" may be used in its fullest sense here. Then the big line of hand-engraved ware is an achievement in itself. The designs in this direction have taxed the artist's inventive powers to the limit, with a result that is at once creditable to himself and more than satisfactory to his firm. The comprehensive variety of specialties includes covered comports with gold band adornments, baskets in canary color and delicate iridescent effects, honey jugs, liqueur sets, colored roemers and sherbets, sugars and creams, vases, water jugs, lemonade sets, etc., in great profusion. The cracker and cheese sets are particularly alluring. We might go on indefinitely describing the good things prepared for fastidious purchasers, and then not give an adequate idea of the line. The best way is to pay this handsome wareroom a visit and see for one's self. It will well repay the time spent.

IMPORTS AT NEW YORK.

Petaining to China, Crockery, Glass, etc., for week ending June 27. 1911.

ANTWERP

80	packages	glassware	B Gunthel
21	"	"	C J Dierckx
13	"	"	A Berger & Co
39	"	"	Graham & Zenger
1,701	"	"	Miscellaneous Orders
6	"	earthenware	L Straus & Sons
2	"	"	Bawo & Dotter
4	"	"	L D Bloch & Co
9	"	"	Koscherak Bros
111	"	"	Geo Borgfeldt & Co
129	"	"	Miscellaneous Orders
26	"	chinaware	Vogt & Dose
9	"	"	Strobel & Wilken Co
160	"	toys	B Illfelder & Co
78	"	"	A Steinhardt & Bro
6	"	"	L H Mace & Co
183	"	"	Strobel & Wilken Co
413	"	"	Miscellaneous Orders

BREMEN

5	packages	glassware	L Straus & Sons
1	"	"	Samstag & Hilder Bros
121	"	"	Miscellaneous Orders
1	"	earthenware	Geo Borgfeldt & Co
13	"	"	F W Woolworth
25	"	"	Karl Hutter
20	"	"	Knauth, Nachod & Kuhne
106	"	"	Miscellaneous Orders
29	"	chinaware	Strobel & Wilken Co
74	"	toys	Geo Borgfeldt & Co
69	"	"	F A O Schwartz
89	"	"	L H Mace & Co
5	"	"	Bawo & Dotter
223	"	"	Strobel & Wilken Co
49	"	"	Miscellaneous Orders

GENOA

37	packages	earthenware	H Creange
47	"	"	Miscellaneous Orders

HAMBURG

42	packages	glassware	L Straus & Sons
26	"	"	Eimer & Amend
3	"	"	L D Bloch & Co
6	"	"	Lazarus & Rosenfeld
25	"	"	J H Venon
5	"	"	W R Noe & Sons
107	"	"	Miscellaneous Orders
10	"	earthenware	Bawo & Dotter
6	"	"	Koscherak Bros
11	"	"	O Goetz
1	"	"	J Palmer
10	"	"	Miscellaneous Orders
8	"	chinaware	Strobel & Wilken Co
45	"	toys	B Illfelder
39	"	"	G W Travers
26	"	"	Geo Borgfeldt & Co
3	"	"	C B R uss
10	"	"	Samstag & Hilder Bros
1	"	"	Knauth, Nachod & Kuhne
36	"	"	Strobel & Wilken Co
133	"	"	Miscellaneous Orders

HAVRE

30	packages	chinaware	Wm Guerin & Co
7	"	"	Bawo & Dotter
15	"	"	J Pouyat Co
10	"	"	Miscellaneous Orders
44	"	glassware	E Utard

LONDON

8	packages	toys	Strobel & Wilken Co

LIVERPOOL

18	packages	earthenware	W S Pitcairn
19	"	"	Bawo & Dotter
22	"	"	F W Woolworth & Co
12	"	"	Maddock & Miller
17	"	"	G F Bassett & Co
3	"	"	E Boote
9	"	"	Miscellaneous Orders
1	"	toys	Strobel & Wilken Co

LIMOGES

113	packages	chinaware	Theodore Haviland & Co

NAPLES

5	packages	earthenware	Geo Borgfeldt & Co

SOUTHAMPTON

11	packages	chinaware	J H Venon
162	"	"	Haviland & Co
8	"	"	Lazarus & Rosenfeld
40	"	"	Miscellaneous Orders

TRIESTE

2	packages	glassware	A L Crawford
84	"	"	Fensterer & Ruhe
174	"	"	Miscellaneous Orders
9	"	toys	Geo Borgfeldt & Co



NEW YORK SHOWROOMS OF BRYCE BROS. CO. J. D. DITHRIDGE, MANAGER.

Among the Potteries
East and West

East Liverpool and Vicinity.

When the class in ceramics at the Ohio University held its commencement recently not one of the graduates came from the school with "domestic pottery" attached to his name. Only one student was "up" in porcelains, while the others of a class of thirteen were graduates in brick, fireproofing and sewer pipe lines. All have secured positions. While it is admitted that the Ohio State School of Ceramics is one of the best in the United States, the students taking the domestic pottery course are numbered at the bottom of the list. "The reason for this has never been explained, although the trade would be greatly benefited by having more educational work attached to the manufacturing department," commented one manufacturer.

* *

E. A. Crawford, director of the decorating department of the Smith-Phillips China Co., will take a trip through Central New York next week. It will be the only holiday Mr. Crawford has had in eighteen months.

* *

Some new treatments on dinnerware have been arranged by the Homer Laughlin China Co. for the fall trade. As with many other firms, only a few patterns are added to the lines in the mid season by this concern, the general changing coming in December.

* *

John Swartz, manager of the packing department of the Taylor, Smith & Taylor plant, has invented a plan whereby bins can be placed in freight cars with comparative ease. This will be a boon to the manufacturers in packing bulk shipments.

* *

Warren and Thomas Harsha and Leonard Auberger are back of the plan to build the two-kiln pottery in Athens, Ga., referred to in this column last week. They have been identified with the mold-making departments of local potteries for many years.

* *

Assortments will continue to be featured by the D. E. McNicol Pottery Co. for the fall trade, and with each assortment sold will be included a lot of illustrated matter prepared for the purpose of boosting the sale of the goods at retail.

* *

Charles Goodwin, of the Goodwin Pottery Co., left for San Francisco, where he will remain a fortnight on business.

* *

Improvement marks the condition of T. A. McNicol, sales manager for the Potters' Co-Operative Co., who was injured in an automobile accident near Buffalo, N. Y., recently.

* *

With the country trade the demand for yellow and rockingham ware is said to be better this season than for several years past. Several of the local shops are running full time, and shipments are heavy.

* *

There will be a loaf of only four days at the Colonial pottery this season, this being required for the taking of the annual inventory.

* *

August Broll, with Charles Broadway Rouss, New York, was here a few days ago placing orders for immediate and future shipment. This is the second visit of Mr. Broll to the district within six months.

* *

A number of new specialties are being brought through the shops by the Warner-Keffer China Co. for the fall trade. These consist of banana trays, cheese dishes, chop and chocolate sets, and a new line of salads in a variety of treatments.

* *

A new plain dinner shape named the "Puritan" is being shown in about thirty different decorations by the West End Pottery Co. The tea being offered in this shape is said to be the lightest in weight made in the West.

Sebring, O.

Evas Sebring, formerly with the French China Co., will assume the management of the Oliver China Co.'s plant July 1. All salesmen for the Oliver were at the home office last week going over the new lines. Included among the number were C. A. House, of San Francisco; Mr. Gillette, Kansas City, Mo.; Mr.

Shook, of Indianapolis, who travels the Middle West territory; and F. F. Debolt, of East Liverpool, in charge of the Pittsburgh and Western Pennsylvania district.

Trenton. Service was made on Tuesday upon representatives of Cochran, Drugan & Co., in a suit brought by John Maddock & Sons against the former for patent infringing. The Maddocks are owners or syphon patents which it is claimed the Cochran house is infringing. The complainants want an injunction restraining the Cochran company from continuing the alleged infringement, and an accounting for money damages.

* *

A blaze at the Equitable Pottery caused a slight damage to the plant last Friday morning. Hot ashes from one of the boilers ignited some coke and started the fire. The fire department of the pottery extinguished the blaze before the city firemen arrived on the scene.

East Palestine, O. A two-story addition, 45 by 100 feet, is being built to the plant of the W. S. George Pottery Co. The first floor will be used for an engine room, and the second for clay shop purposes.

ON THE PACIFIC COAST.

OWING partly to effective advertising and partly to a favorable turn in the weather, trade with the retailers seems to have taken an upward turn during the last few days. Nothing in the nature of a rush is to be expected at this season, but the sales have been considerably larger this week than last. There are also a number of visitors in the city, due to the beginning of the convention season, and these have contributed their share toward stimulating retail business.

Wholesale trade has been normally quiet, with not much expected for some weeks to come. A number of factory representatives, carrying Eastern lines, are out visiting their country trade, and these generally report a favorable reception, though no shipping on the orders now taken will be done for some time.

A. A. Otte, San Francisco representative of the Pittsburgh Lamp, Brass and Glass Co., writes from Portland that business in the Northwest is good. He expects to reach San Francisco shortly after July 1.

J. G. Bullock, of Bullock's Department Store, Los Angeles, accompanied by his wife and daughters, left for the East for a stay of several weeks. The first part of the trip will be mainly for pleasure, but before returning Mr. Bullock will visit the Eastern manufacturing centers for the purpose of buying stock.

Carl Loeb, buyer for the crockery and glass department of Bellingham Bay Furniture Co., of Bellingham, Wash., arrived in San Francisco a few days ago and will spend some days with the local trade.

Among the trade visitors reported in the city this week are A. E. Foster, traveling representative of the Chas. Parker Co., Meriden, and Mr. Austin, of the Handel Lamp Co.

G. W. Holliday, traveling representative of Himmelstern Brothers, San Francisco. has returned from a trip through his territory.

The Hanford, Cal., branch of the Great American Tea Co., which has been doing a large crockery and glass business, was a heavy sufferer from fire a few days ago.

J. J. Muth, a leading general merchandise dealer of Papeete, Tahiti, arrived in San Francisco a few days ago for the purpose of buying stock.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

TO	Shipments week end'g June 10, '11	Corresponding period 1910	Exports Jan. 1 to June 10, '11	Corresponding period 1910
Boston.....	194	136	3862	3649
New York	284	111	3953	3562
Baltimore.....	320	494	5537	7002
Philadelphia....	....	280	2274	3153
New Orleans.....	76	102	471	887
Newport News...	....	....	26	55
San Francisco ..	....	....	123	...
Portland (Me.)..	....	....	545	1022
Galveston.....	5	....	444	551
Portland (Or.)..	....	....	....	....
Inland Points....	16	21	874	1277
Total..	695	1144	18109	21158

From the Freight and Shipping Circular of John Edwards & Co. Liverpool.

TO	Shipments week end'g June 10, '11	Corresponding period 1910	Exports Jan. 1 to June 10, '11	Corresponding period 1910
New York	297	108	3742	3397
Boston	194	136	3801	3282
Philadelphia....		280	2250	2654
Baltimore	120	494	5532	7059
San Francisco ..	....	.	96	....
New Orleans.....	76	102	420	566
Portland (Me.)...	....	....	389	591
Galveston .	5	....	444	1012
Newport News...	....	....	26	55
Portland (Or.)..	....	....	....	30
Inland Points ...	...	21	235	1096
Total..	692	1141	16935	19742

Around the Glass and Lamp Factories.

Pittsburgh and Vicinity.

As predicted in this column several weeks ago, a change in prices has come to pass. There is also evident an inclination among manufacturers of clinch collar lamps and blown tumblers to advance the selling list by the reduction of discounts, and it will not be long before all manufacturers making these lines will have sent notices of an advance in prices to their trade. The market today has a decided upward tendency, and higher prices on all general and blown lines will without question prevail before the fall season opens

---

Strong efforts were made here during the past week to secure long-time contracts for blown tumblers at sixteen cents per dozen. One manufacturer who was offered the business in car load lots absolutely refused to touch it.

M. G. Bryce, manager of the commercial department of the United States Glass Co., anticipated making an Eastern trip this week, but business matters came up that caused him to remain at home. D. King Irwin, of the New York office, therefore, spent the earlier part of this week here.

The Fostoria Glass Specialty Co. is preparing an extensive and handsome new catalogue.

Arrangements have been completed for doubling the capacity of the McKee Glass Co., at Jeannette, Pa. Three furnaces which have been idle at this plant for years will be started with the next fire.

George Mortimer, of the Mortimer Glass Co., has returned to his office in the Lewis Block after a brief Western trip.

Oliver G. Beans, formerly of Steubenville, and now manager of a commercial agency office at Wheeling, is at the head of the company now being formed to build a tumbler factory in the Wheeling district. This is the first time that Mr. Beans has been identified with the glass business, but he is one of those young men who always know where they are going to land. The plant will be built at Warwood, just north of Wheeling, overlooking the Ohio river. Harry M. Turner, formerly with the Buckeye Tumbler Co. at Shadyside, O., will be general manager.

Never before have lamps been known to move so fast as this season. A number of factories are about sold up. Many of the orders are to go out at once, while others are specified for shipment during the later months of the year.

The new fly-proof butter jar shown by the Ripley Glass Co. has met with instant approval, and orders are heavy.

"We are much pleased with business conditions this season," said General Manager Robert Johnson, of the Rochester Cut Glass Co. "Our factory is being operated on good time, and we are anticipating the heaviest fall business in the history of the company.

While it is said that every buyer who visited here last January placed an order for the "Floral-Colonial" line of the Westmoreland Specialty Co., the demand since then has grown rapidly. New pieces have been added almost every month. The line is shown in three effects—crystal, white etched, and gold coin treatment.

The "Chippendale" line of the Jefferson Glass Co. is said to be having an exceptionally large sale in foreign countries. The complete line is being displayed in several European centers this season.

Initial tumblers, both gold stamped and white enameled, are having a good sale this season for premium purposes.

Trenton.

The Crescent Glass Specialty Co , recently organized here to manufacture a combination glass pepper and salt shaker, a patent on which was granted to George B. Clemmer several months ago, is equipping a three-story building with modern machinery to begin making the goods. James Melrose, who recently retired from the dry goods business here to become a member of the company, was last week elected treasurer of the concern.

AT CHICAGO.

BUT for the close observation of the bright bellboys at the Hotel La Salle, George Vickers, a New York crockery salesman, would have lost $100 telegraphed him at the hotel last Saturday by his house. Vickers was away from the lobby at the time the money order arrived and an adventurer known as H. C. Wagner, who had overheard Vickers sending his wire to his house and had stuck around until the remittance came, claimed the money at the telegraph booth and immediately disappeared. But the bellboys saw the missing "guest" of the La Salle at a ball game in a near by park the same afternoon and turned him over to the police, who recovered most of the money and returned it to the rightful owner. The youthful sleuths were not forgotten by Vickers.

* *

Although the Mitchell, Woodbury Co. have closed up their Chicago office, John O Coleman will continue to show their lines there at regular intervals, making the Palmer House headquarters instead of 132 Lake street as heretofore. The present display lasts until July 5. For the past five years Mr. Coleman has been working Illinois, Iowa, Nebraska, Kansas and Missouri. With Chicago now added he will certainly be kept on the jump.

* *

John Jacklin, who left the Rothschild Co. here to become buyer for the crockery department of the Henry Seigel Co. in Boston, will take his family East as soon as his children finish their school term.

* *

Milton Stern, who made a flying trip from the Pacific coast to Boston to attend the hotel men's convention for the purpose of landing two big orders of tableware for new hotels which are to open this fall, returned looking mysterious and comfortable; so it is presumed that he landed them.

* *

As the result of a disastrous fire which started very strangely in the department store of Landsberg & Son, at 1327 East Sixty-third street, the entire china and glass stock was destroyed last Saturday afternoon. It is said that the fire was started by the focusing of the sun's rays on a lingerie window display through the plate glass in the notion department, and but for the nerve of the cashier girl in sticking to her post to put away the books and vouchers the firm would have been practically ruined. But it is thought that insurance will substantially cover the losses.

* *

Not only was a horse killed, but the expensive and fragile stock of the Mitchell Lamp Shade Co. was demolished when the frenzied runaway animal crashed through a show window of the store in North Clark street Saturday afternoon and kicked until he bled to death. It is thought that the grocery firm owning the horse can be held liable for the heavy damage.

Among visiting buyers here were J. C. James, Kansas City, Mo.; W. W. Bugg, Jackson, Mich.; J. R. Rye, Ludington, Mich.; F. Oppenheimer, Pleasant Hill, Mo ; J. Joseph, Des Moines, Ia.; A. Grunsfeld, Albers, N. M.; J. Segal, Washburn, Wis ; H. H. Hoard, Waupon, Wis.; J. Pinter, Wheatfield, Ind.; J. A. Hughes, Budd, Ill.; C F. Wilson, Giltnor, Neb.; I. M. Day, Dawson Springs, Ky.; J. A. Bennett, Lone Jack, Mo,; F. E. Abbey, Biggsville, Ill.; W. A. Quimby, Lead, S. D.; J. Cone, Little Rock, Ark.; J. W. Grainger, Rochester, Minn.; A. A. Hedin, Winona, Ill.; N. Weil, Ocato, N. M.; G. F. Shunway, Taylorville, Ill.; M. A. Fischar, Kinress, Ia.; J. A. Cohen, Grand Rapids, Wis.; L. Arno, Calumet, Mich.; T. L. Covey, Weldon, Ill.; H. A. Miller, Spirit Lake, Ia.; F. Russell, Jacksonville, Ill.; A. P. Saunders, Rich Farm, Ill.; A. Freidstein, Marinett, Wis.; T. C. Sayers, Herscher, Ill.; W. M. Stone, Montezuma, Ia.; G. F. Schaal, Winslow, Ariz.; J Revel, El Paso, Tex.; E. Goldthait, Marion, Ind.; H E. Stein, Hastings, Neb.; J. A. Schafer, Melvin, Ill.; D E. Mathews, Corvallis, Ore.; E. L. Klein, Negaunee, Mich.; A. B. Grover, Indianapolis; J. G. Mehrings, Ida Grove, Ia.; E. Wigdensen, Antigo, Wis.

SPECIAL NOTICES.

The cost of advertisements under this heading is $1 for the first and fifty cents for each following insertion for each half inch of space (30 words). PAYABLE IN ADVANCE.

HELP WANTED.

WANTED—A cut glass salesman from Denver to the Coast to carry our glass as a side line. Address THE J. D. BERGEN Co., Meriden, Conn.

WANTED—Responsible parties to represent our line of cut glass, on commission, for the Coast and Western territory, for the coming season. Address THE O. F. EGGINTON Co., Corning, N. Y.

NEW FREIGHT SERVICE from East Liverpool, O.

Buyers of pottery should insist shipments—either bulk or packages—be routed over Erie, Youngstown and Ohio River railroad (the new railroad into the pottery centre) from East Liverpool. Traffic arrangements with all steam roads throughout the country, enabling advantageous routing and rating to any point in the United States, Canada or Mexico. For rates, apply to any agent or J J. CHANDLER, Chief Tariff Bureau, Leetonia, Ohio.

Andrew H. Hoag Co.,

MANUFACTURERS OF

GAS AND ELECTRIC FIXTURES,

PORTABLES, SHADES AND DOMES.

Office, Salesroom and Factory,

251 West 19th St., New York.

Formerly 46 West Broadway. Telephone—Chelsea 42.

Théodore Haviland

Limoges.
FRANCE.

Theodore Haviland & Co.

NEW YORK

Announce their removal to their new offices and salesrooms in

THE FIFTH AVENUE BUILDING

Fifth Avenue, Broadway and 23d Street

MADISON SQUARE

OFFICES :

301, 302, 303, 304, 306, 308, 310, 312,
314. **316**, 318

INFORMATION FOR SALESMEN.

NOW that pressed glass is being used for cutting purposes, in addition to process blanks, the salesman in a retail store may find himself in a very uncomfortable position unless he is well posted on the various qualities of the product he is handling. The customer may be inquisitive as to what makes so much difference in the prices of various qualities, and unless the salesman can answer the questions in an intelligent manner he is apt to be looked upon as not knowing his business.

The average customer has become familiar with the fact that good glass must be heavy, although not knowing why. When shown two pieces, say two water jugs, both cut, and both apparently looking the same, although there may be greater brilliancy in one, the customer is very prone to inquire what makes one so much heavier than the other and what makes such a difference in prices.

If the salesman knows he will immediately say that the heavy one is made up principally of potash, sand and oxide of lead, which, with other ingredients, after having been thoroughly mixed together, are melted in a pot at a heat of 3000 degrees. The lighter piece is made up of lime, sand and soda ash; lime and soda ash being very much cheaper than potash and oxide of lead. The lead makes a softer glass—gives it more resiliency or elasticity. Consequently it is not so brittle and will not chip and break easily when handled. It will also take a higher polish than lime glass.

A salesman who is not posted may not be able to distinguish an all cut piece from one that is made from a process blank. But this is easily detected when you know how. When a piece made from a process blank is allowed to cool, owing to the pattern impressed upon it many parts of the glass are thinner than others, the consequence being that the thin parts cool quicker than the thicker ones, with the result that corrugations may be detected on the interior of the article. By feeling inside the indentations will be distinctly discernible. An all cut piece, on the contrary, will be found absolutely smooth all around inside.

This knowledge, while possessed by all up-to-date buyers, should also be in the possession of their assistants; and if salesmen wishing further information, and desirous of posting themselves thoroughly in the crockery and glass line, will sit down and write us, we shall be very glad to give what pointers we can, to assist them in gaining the knowledge desired.

FOND FRIEND—Was there much cut glass among the wedding presents?

JEALOUS CAT—Only her engagement ring.

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CROCKERY AND GLASS JOURNAL

Vol. 73. No. 26 | NEW YORK, JUNE 29, 1911 | $2 per Year

TWO HIGH-GRADE STANDARD LINES
AT MODERATE PRICES.

The Celebrated Ahrenfeldt China,

TRADE MARK ON WHITE FRANCE A DÉPOSÉ

Manufactured at Limoges, France.

TRADE MARK ON DECORATED C. AHRENFELDT LIMOGES

THE ART CHINA MADE BY

C. G. Schierholz & Sohn,

Schierholz

Plaue, Thuringia.

Herman C. Kupper,

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MANUFACTURERS OF

Pressed Tableware—all kinds.
Pressed Tumblers, Beer Mugs and Stemware.
Pressed and Blown Lamps.
Gold Decorated and Enameled Ware.
Lead Blown Stemware—plain, optic, etched and cut.
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Chicago, 409 Atlas Block, 35 Randolph St.
St. Louis, 617 Granite Bldg. 4th and Market Sts.
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SYDNEY, N. S. W.—Commerce Building, Martin Lane.
Philadelphia, Denckla Bldg., 11th and Market Sts.
Baltimore, 110 Hopkins Place.
San Francisco, 682 Mission St.
Denver, 1430 Arapahoe St.
LONDON - 55 Farringdon Street, E. C.
HAVANA, CUBA—69 Galiano Apartado 948.

REAL CUT GLASS.

No pressed-figured blanks. Every piece hand-made and hand-cut.

OUR

TRADE DORFLINGER MARK

A GUARANTEE.

Two large floors now devoted to samples. Many new things. Come and see our combinations in glass sets complete with trays.

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36 Murray St., New York.

S. A. Weller

Factories and Main Office: ZANESVILLE, O

Jardinieres
Pedestals
Umbrella Stands
Cuspidors
Fern Dishes

Up-to-date lines of
Art Ware and Vases

Ask the man with the samples to tell you about the different lines.

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Chicago, Room 510 Heyworth Bldg., 42 Madison St.

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We have fifteen patterns of excellent dinnerware IN STOCK.

All are the product of the factory of **L. Bernardaud & Co.,** Limoges, France.

Not a poor seller in the lot.

You can have immediate delivery any time and thus save putting in a large supply.

By trading with us you can do a large business on less money than you think possible. We will send a sample plate for the asking. Write for illustrated booklet.

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CENTRAL GLASS WORKS,

Wheeling, W. Va.,

KNOWN AS THE "HOUSE OF QUALITY."

LEADING MANUFACTURERS OF

Hotel and Bar Glassware and Blown Tableware

NEW SHAPES AND DESIGNS FOR 1911 IN

Lead Blown Tumblers and Stemware.

DEEP PLATE ETCHED MONOGRAM AND CREST

Work for Hotels and Clubs a Specialty.

REAL QUALITY THAT YOU CAN SELL AT RIGHT PRICES.



530. Tall Champagne
Etched 10.
Drawn Stem. Scotch
Thistle Pattern.

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San Francisco, HIMMELSTERN BROS., 718 Mission St.
Pittsburg, ELKINS GLASS CO., 210 Fourth Ave.
Denver, BERSBACK, MALONEY & CO, 1517 Lawrence St.
Boston, L. A. FLETCHER, 157 Federal St.
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LIMOGES, FRANCE.

Manufacturers of

FRENCH CHINA.

LIMOGES.

TRADE W.G. & Co MARK

FRANCE.

Our new line of fancy plates excels anything ever shown in French china. Come and see them.

NEW YORK,
33 PARK PLACE.

CHAS. STREIFF.
CHAS. WEISS.

GOLDEN STATE

MASON FRUIT JARS.

Vacuum Sealer.
Easy to open.
Easy to close.
No Shoulder.



Flint Glass.
Sanitary.
Simple.
Pints.
Quarts.
Halves.

Pat. Dec. 20th, 1910. Other patents pending.

The only perfect sealer. The widest wide-mouth Fruit Jar manufactured. Marketed and manufactured successfully in both East and West in the United States.

BEN SCHLOSS,

Schloss Crockery Co.,

MANUFACTURER AND PATENTEE,

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Glass Manufacturers, Attention! Correspondence Solicited.

POUYAT CHINA

MARK ON WHITE

J. P. L. FRANCE

MARKS ON DECOR

J. POUYAT Limoges

J. POUYAT LIMOGES

WHAT A CUSTOMER SAYS:

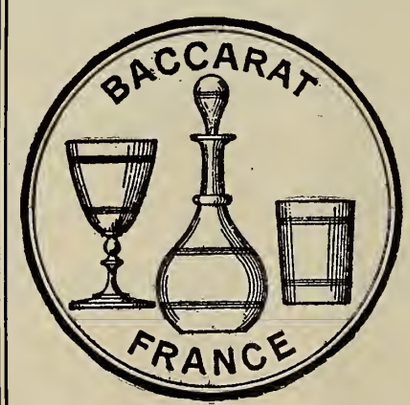
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Glassware.
Toilet Ware.
Light and Deep Rock Crystal.
Fancy Goods.
Electroliers.

The Well-Known Trade Mark:

Baccarat Glassware

FACTORIES AT

Baccarat, Rambervillers, Bertrichamps.

43 to 51 West Fourth St., New York.

G. D. A. PORCELAINES

OLDEST AND BEST
Factory Founded in 1797

Samples:
Newest and Best.

Factory and Main Office
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Porcelaines G D A

New York Office,
29 BARCLAY STREET

THE GREATEST VARIETY

of OPEN STOCK dinnerware is to be found in B. & D.'s warerooms. Whether French or German be desired, we can please you. Other makes are in stock, too.

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Lamps, Globes and Shades at prices that will surprise you, for oil, gas and electricity.

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KELLER & GUERIN—French Earthenware.

VERRERIES DE PORTIEUX—Hotel and Bar Glassware.

STANLEY POTTERY CO—Vitrified Hotel Ware.

JOHN SADLER—Jet and Rockingham Teapots.

ALFRED HACHE & CO.—Fireproof Cooking French China.

BENEDIKT VON POSCHINGER—Roemers and Fancy Glassware.

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P. and P. LIMOGES CHINA DINNERWARE—Fancy Lines and White China.

THE KING'S VISIT TO INDIA.

NOTABLE ORDER FOR CAULDON CHINA.



The service consists of 2,100 pieces in the above design with King George's badge. Decoration is done in enameled black on gold ground. (See article on page 8.)

CAULDON, Limited.

(Brown-Westhead, Moore & Co.)

EDWARD BOOTE, Sole Agent for U. S. and Canada, **46 West Broadway.**

The China known since 1840 as

Haviland China

Is stamped under each piece
underglaze

Haviland
France

The Decorated China has an additional stamp
on the glaze

Haviland & Co
Limoges

BANQUET GLOBES. HALL GLOBES. GAS GLOBES.



In a large variety of designs and shapes in different styles of etching Prices furnished on application.

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MURRAY FLINT GLASS WORKS,

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MAYER CHINA

VITRIFIED BODY & HARD GLAZE
FOR USE IN HOTELS, CLUBS, RESTAURANTS
INSTITUTIONS &c.
UNDERGLAZE BORDER PATTERNS
COLOR LINES &c.&c.
BADGES, NAMES, MONOGRAMS &c.

SOLD THROUGH THE TRADE

CORRESPONDENCE INVITED

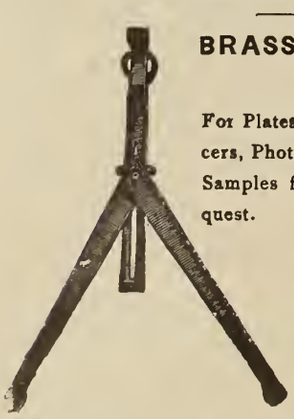
THE MAYER CHINA Co.

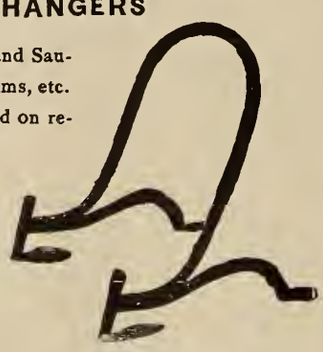
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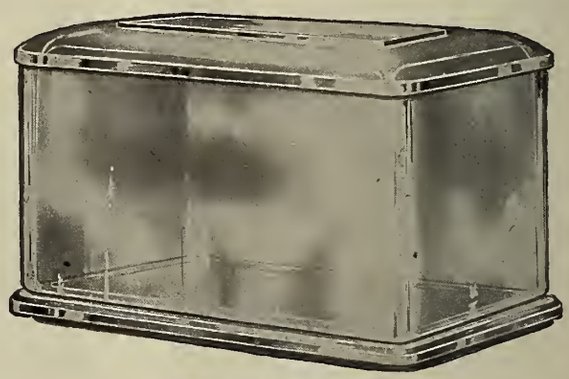




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THREE THINGS YOU CAN SELL

Anything that will aid in protecting the health of the family will create a demand.



BUTTER BOX.
Holds One Pound Block of Butter.

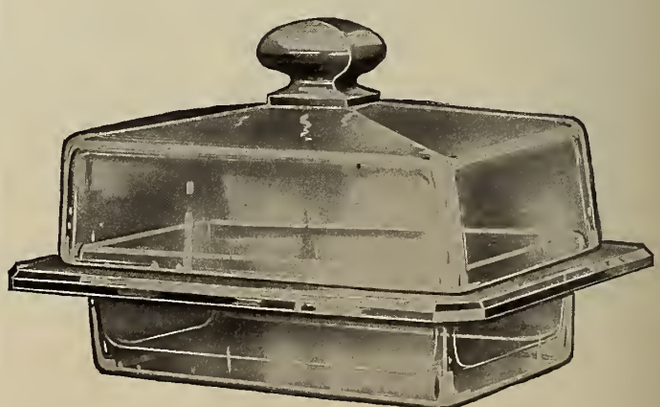


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PURE FOOD CONTAINER.

SIX SIZES:

1 Pint.	1 Quart.	2 Quarts.
1 Gallon.	1½ Gallon	2 Gallons



FLANGE BUTTER.
Holds One Pound Block of Butter.

These three articles are for refrigerator and general household use. They are clean, hygienic, non-absorbent, air-tight and fly-proof. Write for prices.

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House Building,

PITTSBURGH, PA.

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MANUFACTURERS OF **Fine Blown Lead Glass**

Stemware, Tumblers, Decanters, Carafes, etc. Needle Etched, Cut, Sand Blast, Enameled, etc.

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MANUFACTURERS OF

Lead Blown Glassware,

CUMBERLAND, MD.

OUR SPECIALTIES ARE:

HAND-MADE STEMWARE. DEEP PLATE ETCHED WARE.
CUT FLUTE TUMBLERS. WHITE ACID ETCHED TUMBLERS.

Full lines of samples can be seen at our agencies:

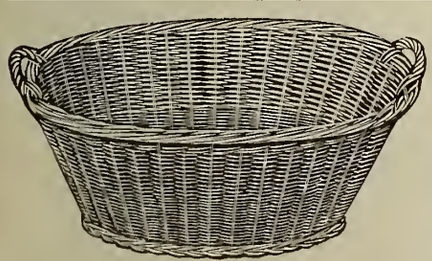
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Our new catalogue, in condensed form, showing complete staple lines of baskets, over 150 cuts condensed in twenty-one pages, mailed to the trade on postal request.

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Royal Copenhagen Porcelain Company,

ROYAL COPENHAGEN

25 West Broadway, New York City.

AGENT:

EMIL C. BRONNUM.

Your inspection of our samples is cordially invited.



No. 72 Colonial. Oval Footed Celery and Spoon Dish.

THESE TWO NEW PATTERNS

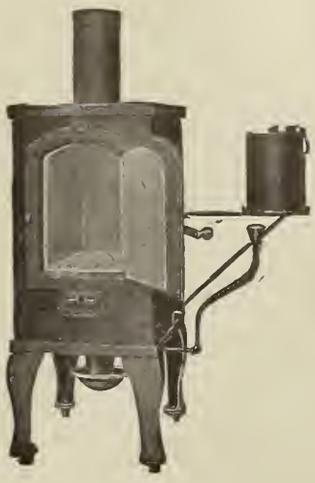
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If you have not put these in stock you have overlooked two good things. Send in a sample order now.

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FOR DECORATED CHINA, POTTERY AND GLASS AND
FOR EXPERIMENTAL WORK

Equipped for oil or manufactured or natural gas. The only Portable Kiln scientifically correct in principle throughout. Correspondence solicited.

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ENGLISH. AUSTRIAN & FRENCH

DINNER WARE,

AGENTS FOR
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A. & D. China France.
J. B. Touze & Co. "

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NEW YORK.

JUST so sure, Mr. Merchant, as you are reading this paragraph, hundreds of others would read your advertisement if it occupied this or any other space in our pages. The cost is trifling compared to the results attained. Write us about it.



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General Office: 100 William Street, New York,

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GLASS—COLORS—POTTERY
ON GLAZE AND UNDER GLAZE
LIQUID LUSTRES FOR GLASS AND CHINA
MADE IN AMERICA.



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POTTERS' GLASSMAKERS' and ENAMELERS' MATERIALS. CORRESPONDENCE SOLICITED.

PORTABLES, PLATEAUX, CANDLESTICKS, SHADE HOLDERS.



Made in Torrington, Conn., by

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WRITE FOR PRICE LIST.

AGENTS WANTED.

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The DECORATED LAMP CHIMNEY you saw on the OTHER FELLOW'S LAMP is GARRETT'S. We have THE PRICE and THE CHIMNEY for you. Send at once for it!

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Gas, Electric and Combination Fixtures, Portables, Clocks, and Premium Goods.

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The St. Louis Crystal Glass Co.

FOUNDED 1767.

Works: Munzthal-St. Louis, Lorraine German and Paris, France

FINE TABLE GLASSWARE.

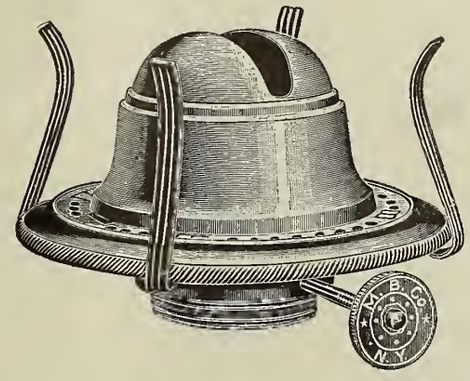
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Kerosene Oil Burners and Lamps.

"Perfection" Student Lamps.

Sixty Different Styles.

Cuspidores, Fire-Place Fixtures, etc



"Puritan," "Eureka," "Arctic" and "Queen,

ALL BRASS BURNERS.

We do not make tin burners, steel burners, or any goods of that kind.

MANHATTAN BRASS CO.,

Manufacturers Established 1865.

Office, 332 East 28th St., New York City.

Rolling Mills and Factories 7th and 28th Sts. and 1st ave.
Western Sales Office, 40 Dearborn St., Chicago, Ill.

1911 SPECIALTIES.

Cartwright Bros.,

EAST LIVERPOOL, OHIO.

Semi-Vitreous China Body.

(THE NEW BODY.)



Our new Glendora dinner shape is made of this body, and is a handsome one, both for jobbers, retailers and department stores.

25 specialties of this body are being shown in plaques salads, fish, game, fruit, berry and cake sets, and many others Decorations are the best the market affords.

Write us about these new lines.

HERE IS A LITTLE BEAUTY

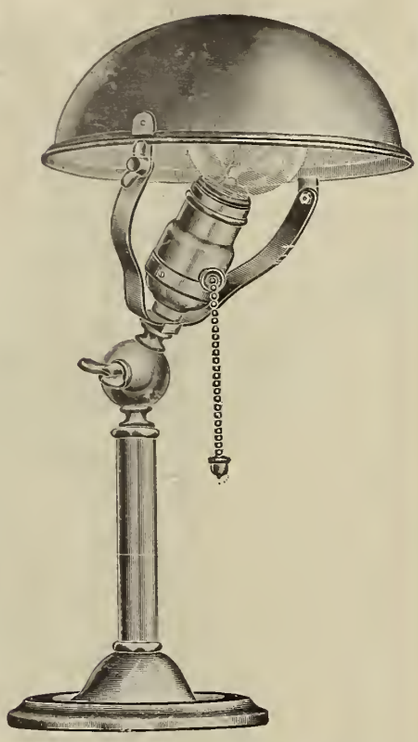
We are not in the Gas or Electric Portable business, BUT we could not help making THIS.

IT is both practical and attractive.

Has two adjustments, making it adaptable to many purposes.

Extreme height, 14 inches to top of 7-inch brass, white enamel lined, shade. Brush brass finish.

Price most attractive.



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Makers of High Grade

LIGHTING FIXTURES.
ART METAL GOODS.
FIREPLACE FURNITURE.

Electric Reading Lamps.

Gas Portables

Dome Fixtures.



Chandeliers, Brackets.

Ceiling Lights

Shower Fixtures.

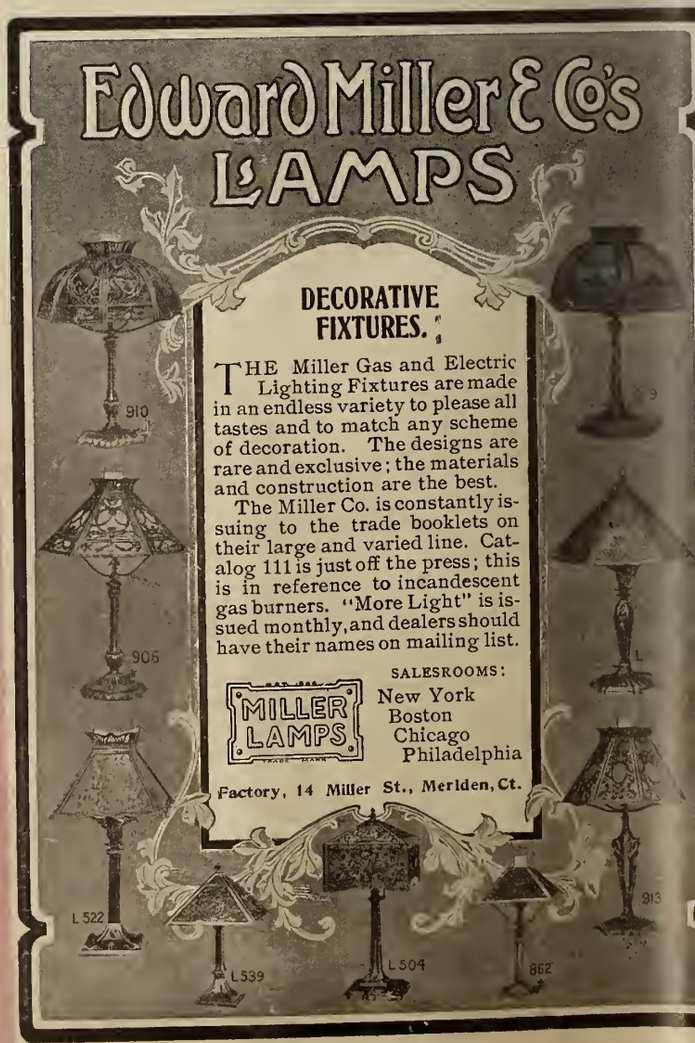
OIL LIGHTING FIXTURES AND LAMPS.

Designs, construction and finish unexcelled. The most complete line ever shown.

SAMPLES AT OUR SALESROOMS:

New York 15 Park Place Chicago, 505 Heyworth Building.

Edward Miller & Co's LAMPS



DECORATIVE FIXTURES.

THE Miller Gas and Electric Lighting Fixtures are made in an endless variety to please all tastes and to match any scheme of decoration. The designs are rare and exclusive; the materials and construction are the best.

The Miller Co. is constantly issuing to the trade booklets on their large and varied line. Catalog 111 is just off the press; this is in reference to incandescent gas burners. "More Light" is issued monthly, and dealers should have their names on mailing list.

MILLER LAMPS

SALESROOMS:
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Boston
Chicago
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Factory, 14 Miller St., Meriden, Ct.

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